

# CONVENTION NUMBER. GRAIN DEALERS' JOURNAL

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Har & Co., G. A., grain, hay, seeds.\*  
Herzer & Son, Gustav, grain, seeds, hay.  
Huyett, D. Yule, Strictly Commission.  
Johnston Co., Thos., grain receivers.\*  
Jones & Co., H. C., grain and hay.\*  
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Buss Co., H. L., hay and grain commission.\*  
Cresser, Fred L., hay, grain, millfeed, commission.  
Eddy, Inc., C. F. & G. W., grain and hay.  
Falthill, S. E., grain and millfeed.  
Hammers, J. F. & Co., grain and millfeed brokers.  
Heathfield & Son, T. D., hay and grain brokers.  
Ranlet Co., The, D. W., grain and millfeed.  
Ronald, Thos., domestic and export broker.  
Soper & Co., J. E., wheat, corn, oats.  
White & Co., W. A., grain receivers.

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## BOZEMAN, MONT.

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Heathfield, W. G., strictly commission.  
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Pratt & Co., grain commission.\*  
Ratcliffe, S. M., grain and hay.  
Rubins & Bruso, grain receivers and shippers.\*  
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Bogart, Malby & Co., commission merchants.\*  
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Chicago Grain Co., receivers, shippers.  
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Crighton & Co., grain commission.\*  
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Freeman Bros. & Co., grain, hay, straw.  
Gerstenberg & Co., grain, seeds.\*  
Hately Bros., grain and provisions.  
Hooper Grain Co., receivers, shippers.\*  
Hunter, W. W. & O. L., grain and feed.\*  
Lamson Bros. & Co., consignments solicited.\*  
Lynch & McKee Co., grain commission.  
Merchants Grain Co., commission merchants.\*  
Merrill & Lyon, commission merchants.\*  
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Mumford & Co., W. R., hay & grain commission.  
Paynter, H. M., grain commission.\*  
Peavey Grain Co., receivers, shippers.\*  
Perrine & Co., W. H., grain and commission.  
Pope & Eckhardt Co., grain and seeds.\*  
Press & Co., W. G., grain, provisions, stocks, etc.\*  
Pringle & Wing, grain and provisions.  
Rang & Co., Henry, grain commission.  
Regus Brothers, grain commission.\*  
Rogers & Bro., H. W., grain and seeds.\*  
Rogers Grain Co., J. C., buyers and shippers.  
Rosenbaum Bros., receivers, shippers.\*  
Rumsey & Company, grain commission.\*  
Sawers, A. R., grain commission.\*  
Schiffin & Co., F. H., commission.\*  
Shaffer & Co., J. C., buyers and shippers.\*  
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Sincere & Co., Chas. N. Y. stocks, Chicago grain.  
Thayer & Co., Clarence H., commission.  
Van Ness, Gardner B., grain commission.\*  
Wagner, E. W., receiver and shipper.\*  
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Sheets Bros. Elev. Co., The, grain, hay, straw.  
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Union Elevator Co., grain, hay, straw.\*

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Harrington-Plumer Merc. Co., grain and hay.  
Hungarian M. & B. Co., hay and grain.  
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Smith Bros. Grain Co., buyers, shippers.  
Terminal Grain Co., receivers, shippers.

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Jordan & Montgomery, grain and commission.  
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Stebbins-Witt Grain Co., commission & brokerage.

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## JACKSONVILLE, FLA.

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Kemper Grain Co., The, grain.  
Lichtig Grain Co., Henry, receivers, shippers.  
Moore-Lawless Grain Co., grain receivers.  
Moss Grain Co., barley a specialty.  
Peterson-Lathrop Grain Co., commission merchts.\*  
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Vanderslice-Lynds Co., grain commission.

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Frost, David C., grain, seeds and hay.

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Gossell, Fred L., recvrs., shippers, grain, hay.

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Brandels & Son, A., receivers and shippers.\*  
Edinger & Co., grain, hay, flour.  
Farmer & Sons, Oscar, hay and grain.  
Thomson & Co., W. A., grain receiver.  
Verhoeff & Co., H., receivers and shippers grain.\*  
Zorn & Co., S., grain.\*



# Directory of the Grain Trade

\*Member Grain Dealers National Association.

## LYNCHBURG, VA.

Peters, McHenry, grain and hay brokers.

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Hasenwinkle Co., H. J., grain and hay.\*  
Jones & Rogers, grain dealers.\*  
Linz & Co., P. H., grain, mill & cottonseed prdts.  
McLaughlin Coal & Grain Co., grain and hay.\*  
Mulhern, J. F., public storage elevator.  
Patterson & Co., G. E., receivers and shippers.\*  
Pease & Dwyer Co., receivers and shippers.\*  
Wade & Sons, John, grain and hay commission.\*  
Webb & Maury, grain and hay.\*

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Pollock Grain Co., track buyers, grain, hay and straw, ear corn a specialty.

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Bartlett & Son Co., L., grain commission.\*  
Courtneen, S. G., field seeds.  
Donahue, P. P., grain, feed, mlg. wheat a spity.  
Fagg & Taylor, grain merchants.\*  
Franke Grain Co., grain and feed.\*  
Gifford, L. W., grain commission.  
Johnstone, A. L., grain comsn. Wis. rye specialty.  
Kamm & Co., P. O., barley and rye.\*  
Lauer & Co., J. V., grain commission.  
Lowry & Co., I. H., grain commission.\*  
Lyman Smith Gr. Co., shippers of choice grain.\*

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Cargill Commission Co., grain commission.  
Cargill Elevator Co., field seeds.\*  
Cooper Commission Co., receivers, shippers.  
Dakota Cereal Co., grain, barley & oat specialists.  
Davies & Co., F. M., grain commission.  
Getchell-Tanton Co., grain commission.  
Hankinson & Co., H. L., grain commission.  
McLaughlin & Co., W. S., grain shippers.  
Minnesota Grain Co., grain commission.\*  
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McIntyre-Frech Co., grain commission.  
Nye, Jenks & Co., grain commission.  
Quinn-Shepherdson Co., grain commission.  
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Van Dusen-Harrington Co., commission.\*

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Forbell & Kipp, grain commission.\*  
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Kusch, Otto, off grade grain, grain broker.\*  
Ramey, Charles C., grain, hay, feed.\*  
Reinhardt & Co., Geo. N., grain and hay.

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Omaha Elevator Co., receivers and shippers.\*  
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Welsh-Paddock Co., grain merchants.

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Tynge, Hall & Co., grain commission.\*

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Dunwoody Co., Ezz., flour, grain, feed.\*  
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Fraser, C. C., grain broker.  
Killpatrick & Co., John A., grain, hay, straw.  
Miller & Sons, L. F., grain, seeds, hay.\*  
Pultz & Co., J. B., grain and feed.\*  
Rosenkrans-Snyder Co., grain and mill feeds.\*  
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Stittes, A. Judson, grain and millfeed.  
Walton Bros., grain and feed.\*

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Foster, C. A., grain, hay, feed.\*  
Geddel & Dickson, grain and hay.  
Herb Bros. & Martin, grain, hay, feed.  
McCaffreys' Sons Co., Daniel, grain, hay.\*  
McGue, R. S., grain, hay.\*  
Morton Grain & Hay Co., grain, hay, feed.  
Smith & Co., J. W., grain, hay, feed.  
Walton, Sam'l., grain and hay.

## PORTLAND, ME.

Merrill, Edward P., grain broker.

## RENSSELAER, IND.

Babeock & Hopkins, grain shippers.

## RICHMOND, VA.

Beveridge & Co., S. T., grain, hay, seeds.\*  
Fairbank & Co., S. G., grain, hay, seeds.

## SAGINAW, MICH.

Carr Co., The H. W., shprs. oats, rye, hay.

## SAVANNAH, GA.

Browder & Haym, brokers, grain, hay.

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Byrne & Co., Daniel P., grain, hay, seeds.\*  
Connor Bros. Co., grain.\*  
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Goffe & Carkner Co., grain commission.\*  
Green Com. Co., W. L., grain.\*  
Mullally Com. Co., John, grain, hay, seeds.\*  
Nanson Commission Co., grain commission.\*  
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Slack-Fuller Grain Co., grain commission.\*

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DeVore & Co., H. W., grain and seeds.  
Goemann Grain Co., grain buyers.\*  
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McCabe Grain Co., grain and seeds.  
Morehouse & Co., W. H., grain and seeds.  
National Milling Co., cash buyers wheat.\*  
Randell & Co., W. A., grain, seeds.\*  
Southworth & Co., grain commission.\*  
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The Toledo Salvage Co., salvage grain.  
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Zahn & Co., J. F., grain, seeds.\*

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Jolley & Blanchard, grain merchants.

## TORONTO, ONT.

Steele, Briggs Seeds Co., Ltd., field seeds.

## VERNON, TEX.

Texas-Oklahoma Grain Co., grain, seeds, hay.

## WICHITA, KANS.

Empire Grain Co., wholesale grain.  
Heenan & Co., David, grain commission.  
Kolp, E. R. & D. O., grain and seed dealers.  
Norris Grain Company, commission, recvrs., shprs.  
Probst & Sons, Herman F., grain com. merchants.  
Robb, J. C., milling wheat and consignments.\*  
Tri-State Grain Co., country run mlg. wheat.\*  
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Williamson Grain Co., J. R., O. D. Hollis, mgr.

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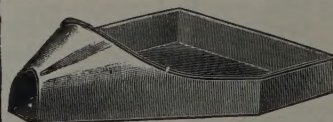
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Our facilities enable us to handle grain arriving out of condition to the best advantage market will afford.

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 Get our prices before buying or selling.  
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**HARRISBURG FEED & GRAIN COMPANY**  
 ORGANIZED 1901—  
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 — GRAIN—FEED—HAY—STRAW —  
 Car Lots Only  
 Our manager has been buying grain in Pennsylvania since 1885

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 41% protein, cotton seed meal, car lots and ton lots.

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The most convenient and handiest elevator for factory or warehouse use.

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Useful for carrying bags, sacks, bundles or packages from one floor to another, thus saving time and labor.

### ELEVATOR

Can be stopped at any floor.

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Easily installed by any ordinary mechanic and about as quickly put up as a piece of line shafting.

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All parts made with templates.

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¶ This machine is a very valuable addition to any seed cleaning equipment in a Buckhorn community.

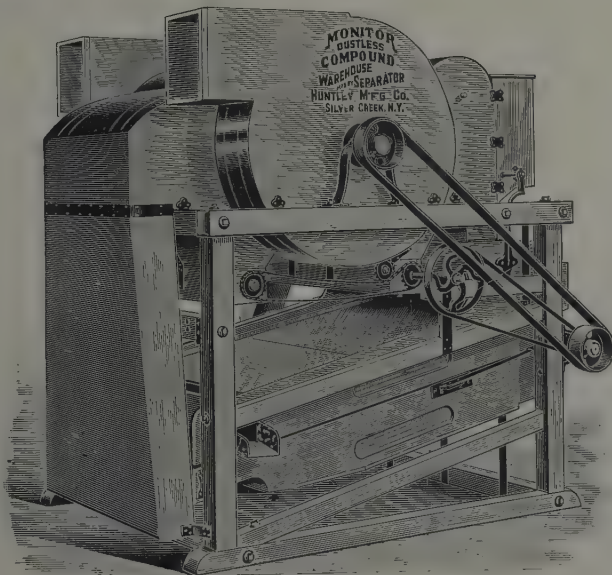
¶ It is also of equal value to the farmers and land owners of this same community.

¶ Write for our booklet which gives full detailed description and prices of machines.

¶ We will be glad to send it at once. We are always glad to answer questions.

¶ We are in the market for low grades of Clover Seed and Clover Seed Tailings. Send us samples.

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in principle, construction, operation, or results equals this machine.

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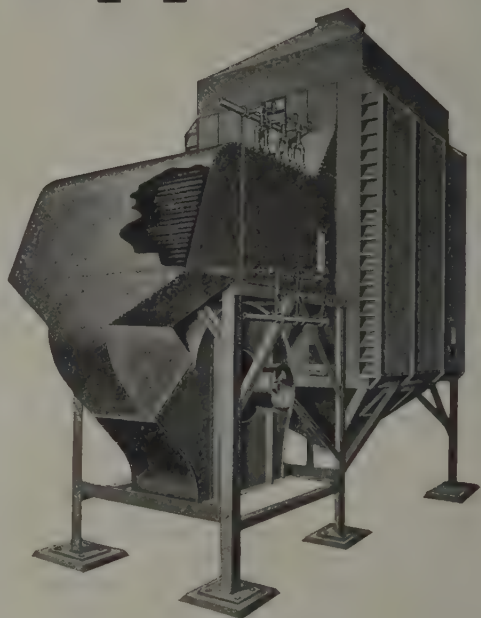
Designed for all around general cleaning—entirely reliable on any class of work.

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**Huntley Mfg. Co.**  
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No housing needed for small driers, which are kept in stock and shipped on short notice.

Send for illustrated booklet and list of users to-day.

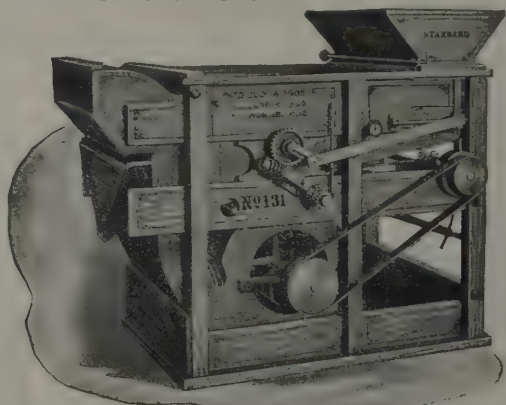
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Ask us about our U. S. Moisture Tester.

IN the July 25th issue we called your attention to the Blast Regulator of the Standard Cleaner.

Now our traveling brushes, each screen has a set of brushes of its own, any one of which may be used, or removed at the operators pleasure. Any desired pressure against the screens may be obtained by simply adjusting the regulating lever at the back of the machine, it not being necessary to stop the machine. Our brushes travel lengthways of the screens, doing better work, and without injuring the meshes of the screens as would be the case in brushes traveling crossways. They insure full working capacity by keeping the screens clean.



There are other unexcelled points about this machine which we will tell you about if you will write us. For any kind of a cleaning machine write the

**International Mfg. Co.**

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**Designing and Constructing Engineer  
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Complete plants erected.

**ALFALFA MILLS**

**Grain Elevators**

Machinery and equipment furnished and installed.

Let me figure with you. A personal interview would be better. Probable result: money for both of us. You want largest return on smallest possible investment. Let me show you how to do it.

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ASK FOR CATALOG AND PRICES ON MIXERS.

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Plans and Specifications furnished  
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We design and build grain elevators through-  
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Who Builds Right Kind  
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Right Kind of Price

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Especially Designed for Economy  
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### THE MINNEAPOLIS STEEL AND MACHINERY CO.

Builds the best fire-proof construction  
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It costs less.

Can be built quicker and at all seasons of  
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It keeps the grain absolutely free from  
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There is no danger of cracked walls or  
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We can furnish plans and estimates for grain elevators showing all practi-  
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Plans and Specifications Furnished  
Repairing Done

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### REDUCE YOUR EXPENSE

bill, by having an Elevator that  
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Storage Tanks  
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Grain Elevators, Flour Mills and Complete Plants for  
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We are pioneers in this line and are building tanks in the good old fashioned way. Joints caulked, and guaranteed water, weather and bug proof. Long experience has demonstrated the necessity of high grade workmanship to make steel storage a success, we do it.

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Motto: Once a customer, always a customer.  
 Plans, specifications and estimates furnished.

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## WE BUILD FIRST-CLASS ELEVATORS

HERE ARE SOME OF OUR 1909 CUSTOMERS:

Wallington Bros.	Ashland, Kansas	2
Ellsworth Mill & Elevator Co.	Ellsworth, Kansas	1
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We make plans for all the good Elevators in the Southwest.  
 If interested, write us.

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Specialists in Design and Construction of  
**Fire Proof Grain Elevators**  
Chamber of Commerce Buffalo, N. Y.

## GRAIN ELEVATORS

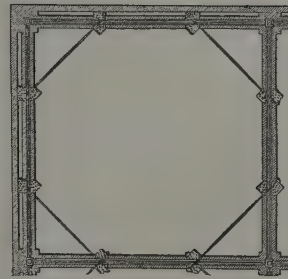
Should be built to hold all the grain put into them.  
Economical in operation. Equipped to do a large amount  
of work with a small amount of power.

### WANT ONE?

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BUILT FOR  
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**G. T. Honstain**  
Engineer and  
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## JAMES STEWART & CO. CONTRACTORS

Designers and Builders of **GRAIN ELEVATORS** in All Parts  
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1,000,000 bushel Fire Proof Concrete Storage Elevator  
for the Northern Central Railway Co.,  
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We also do General Contracting and have offices in the following cities.

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Pittsburg, Pa., Westinghouse Bldg. New Orleans, La., Hiborn Bank Bldg.  
San Francisco Cal., 709 Mission St. Denver, Colo., 1st Natl. Bank Bldg.  
Canadian Stewart Co. Ltd., Montreal, Canada, Eastern Township Bank Bldg.  
Fort William, Ontario, Canada.



## Canadian Pacific Fire Proof Grain Elevator

Under construction for the Ca-  
nadian Pacific Railroad Co. at  
Fort William, Ontario.

**The Barnett & Record Company**  
General Contractors Minneapolis, Minn.



# A New Ellis Drier Installation

The accompanying illustration shows the new drying plant recently completed at Rosenbaum Bros.' Belt Elevator, Eighty-seventh St., Chicago, by the Ellis Drier Co., 747 Postal Telegraph Building, this city. The plant is one of the most complete ones ever erected and embodies a number of special features of interest to the trade.

The drier is entirely separate from the elevator and has its own power plant, so that it may be operated whether the elevator is running or not.

When working night and day, the plant has a capacity of from 40,000 to 50,000 bushels and there are receiving, weighing and loading-out facilities for handling this amount. That there may be no delay in keeping the driers supplied there is storage room for 25,000 bushels of grain.

The drying plant consists of four units, each of 280 bushels' capacity, and each unit is supplied with grain from a steel garner overhead holding 1,200 bushels, so that should it be necessary to dry four different kinds of grain at the same time, it can be done. Each unit is connected with a 100-inch fan and they can be operated separately, in pairs or all together, as desired. The object of this arrangement is to avoid the expense of operating the entire plant when only a limited amount of drying is to be done.

In addition to the four driers a separate cooler, with a capacity of 2,000 bushels per hour, has been provided. This is connected with a 120-inch fan.

For heating purposes the four 100-inch fans are connected in pairs, with two twin heaters, each heater containing 10,000 feet of 1-inch steam pipe.

These heaters are especially arranged to utilize all the exhaust steam from the power plant. All the water of condensation is pumped back to the boilers. Except in extremely cold weather, owing to the peculiar construction of the driers, the exhaust steam will furnish sufficient heat to maintain a temperature of 130 degrees to 140 degrees Fahrenheit.

One of the features of these driers is the division of the chamber where the air, after passing through the grain, is separated so that the portion

which has only reached a small percentage of the point of saturation is again brought back to the fan and utilized a second time. Two advantages are gained by this: First, an enormous amount of heat that would otherwise be wasted is saved, and, second, the entire drying is done with slightly tempered air. This does away with all cracking and blistering of the grain and leaves it, after being dried and cooled, as if perfectly cured by natural methods.

Two ways are provided for operating the driers; one, the charge method, by which 25 per cent is withdrawn from the machine at stated periods; or it can be run with a continuous feed.

The latter operation is accomplished by the insertion of a perforated baffle plate in the receiver, by which the grain is given an even flow of gravity only.

The driers start from the floor level and all the operating machinery, including fans and heaters, is confined to the lower floor. This has enabled the builders to separate the fans and heaters from the driers proper, and there is no chance for dust to clog up the coils, fans or any of the machinery.



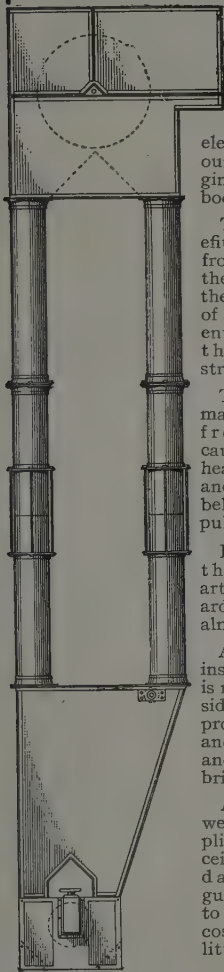
Rosenbaum Brothers New Drier

## The Ellis Drier Company

POSTAL TELEGRAPH BUILDING, CHICAGO



## Steel Elevator Leg



Here with we illustrate the latest improvement, to be made in frame or wood constructed elevators viz., our new steel legging head, and boot.

The great benefit to be derived from the use of these articles is the overcoming of the ever-present fire hazard in the wood constructed elevator.

The cause of many fires being from sparks caused by overheated journals and slipping of belts over head pulleys.

By the use of the illustrated articles this hazard is overcome almost entirely.

A reduction in insurance rates is now being considered by all the prominent insurance companies, and cannot fail to bring a reduction.

As for prices, we quote on application after receiving necessary data, and we guarantee same to exceed the cost of wood but little.

**Burrell Mfg. Co.**

450-52 S. Jefferson St., Chicago, Ill.

## Wagon Loads Received

A book for the use of country grain buyers in keeping a record of grain received from farmers.

Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks.

The book, 9 1/2 x 12 inches, 160 pages, 20 lines to each page, giving room for recording 3,200 loads, is printed on Linen Ledger Paper and is well bound in strong board covers with leather back and corners. Order Form 380. Price, \$1.50.

**GRAIN DEALERS JOURNAL**

255 La Salle Street, CHICAGO, ILL.

## THE RELIANCE AUTOMATIC DUMP CONTROLLER



does not require time or labor in operating, is in the road in the sink or in driveway. It is simple, durable and easily attached to any drop dump. All prominent elevator contractors recommend it.

In our experience in grain elevator building we find there is often a great objection raised by the farmers about the hard dropping of their wagons in dumping; also that expense often accrues to grain men for repairs to wagons broken in this way.

It has been in use over the central grain states two years. We have letters from a great number of users who speak of it in the highest terms, and say they will not do without it.

We guarantee it to give satisfaction.

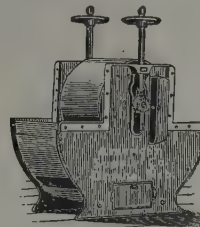
Shipped on 30 to 60 days trial. Price, \$12.00.

Yours truly,

**RELIANCE CONSTRUCTION CO.**  
INDIANAPOLIS, IND.

**ACCOUNT BOOKS FOR SALE BY**  
GRAIN DEALERS JOURNAL, CHICAGO

## Cast Iron Elevator Boots.



Clean out door upon each side. Equipped with iron pulleys and take ups having ample bearing surfaces.

**Heavy and substantial, no better made.**

Size cups	Net price	Size cups	Net price
8x5	\$13.50	11x6 or 7	\$19.50
9x5	15.00	12x6 or 7	22.50
10x5 1-2	16.50		

Other sizes at proportionate prices. Send for our NET PRICE catalog containing a full line of elevator machinery and supplies.

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1110 Farnam St., Omaha, Neb.

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SELL  
RENT or  
LEASE an  
ELEVATOR**

Place an ad. in the "Wanted" or "For Sale" columns of the GRAIN DEALERS JOURNAL of Chicago. It will bring you quick returns, yet cost you only 15 cents per line. Try it.

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Send us Chicago or New York exchange for \$2, and we will send you the weekly

**HAY TRADE JOURNAL** of Canajoharie, N. Y.

and the semi-monthly

**GRAIN DEALERS JOURNAL** of Chicago,

both for one year. Try the combination to-day. Address,

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## THE EXPERIENCE OF OTHERS

**GRAIN DEALERS JOURNAL**

255 La Salle St., Chicago, Ill.

*Gentlemen:*—In order that I may profit by the experience of others in the grain trade, please send me the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find One Dollar and Fifty Cents.

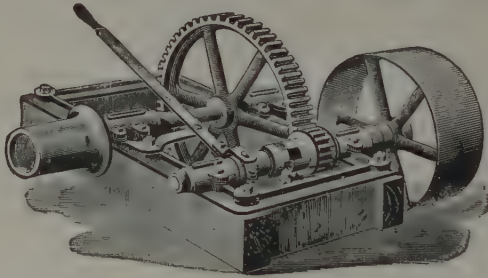
Name of firm.....

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.....bus. State.....

**OUR CAR PULLERS MAKE GOOD**

We manufacture every style of car pulling device



**WHEN IN THE MARKET  
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Link Belting	Rubber Belting
Sprocket Wheels	Elevator Buckets
Spiral Conveyor	Loading Spouts
Rope Sheaves	Transmission Rope
Shafting, Boxes	Hangers
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**LINK-BELT SUPPLY COMPANY**

**MINNEAPOLIS, MINN.**

## Long Fibre Transmission Rope

**Blue Thread  
Brand**

Once Tried Always Used

**Elevating  
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Transmission  
Machinery  
and Supplies**

Write for Prices.

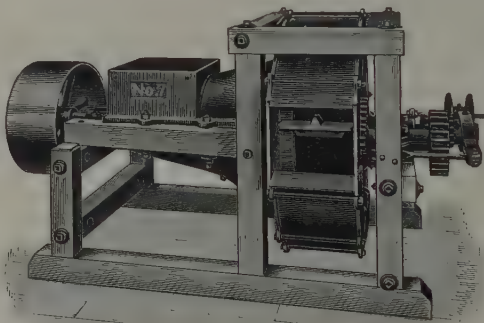
**Power  
Appliance  
Mfg. Co.**

**Minneapolis, Minn.**



## The U. S. Cup Discharge Corn Sheller

is what you have demanded  
so send in your orders.



Second Pat. Aug. 31, '09

It is mounted on a well braced wood frame, separate fan with interchangeable cups, run at reduced speed, which delivers the corn and cobs from the sheller without force or dust annoyance. These are only part of the advantages. Write and we will tell you all about it.

**B. S. CONSTANT CO.**

**Bloomington, Ill.**

## Grain Receiving Ledger

A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

Each of its 204 pages of linen ledger paper, size, 8½x13½ inches, is ruled for 42 wagon loads and numbered. Each page may be used for one or more accounts as desired. A marginal index is bound in front. Bound in cloth with leather back and corners. Order Form 43.

**PRICE, \$2.25**

**GRAIN DEALERS JOURNAL**

**255 La Salle St., Chicago, Ill.**

## Live Stock Consignors

Our pens are located in the center of the Yards. A member of the firm is always at the head of both the cattle and hog departments. Our financial standing is unquestioned. We will be pleased to furnish market reports by wire or letter. To get personal attention

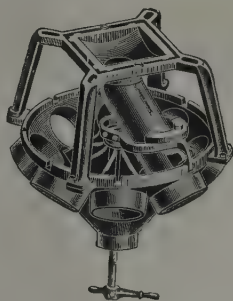
**Consign Your LIVE STOCK to**

**Benedict, Murray & McDowell**

**U. S. Yards, CHICAGO**



## THE HALL SIGNALING GRAIN DISTRIBUTOR IS A CONCENTRATOR



**T**HREE rough boards, made into a trough, lashed to the elevator head, is a distributing spout, and such is often used. It is cheap in first cost, but it distributes **too much**. That is the fault of all distributing devices, except

### THE HALL

which concentrates the grain into one stream at a time; into one bin at a time; which saves mixtures; saves anxiety; saves time; saves grain.

The Hall is a mechanical device, scientifically designed, performing every function of economical grain distribution to perfection, and is absolutely reliable and fool proof.

Every user in every state—(send for the list) can testify to this.

You can't afford to handle grain without it.

Booklet B illustrates it. Sent on trial.

## HALL SPECIAL ELEVATOR LEG

**W**HENEVER you wish to build an elevator leg, let us specify it for you.

We can save you money in first cost. It will cost you less to operate or maintain. It will accomplish for you twice as much as an ordinary leg, of the same size, and it will be furnished with the best devices known for handling grain.

Tell us your conditions, and wishes. We will specify an equipment that will meet your requirements absolutely and guarantee it.

Send for Circular F.

# HALL DISTRIBUTOR COMPANY,

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## "EUREKA" GRAIN DRYERS



remove any desired percentage of moisture from the grain, conditioning it for shipping or storage with perfect safety.

Every kernel is uniformly conditioned without checking.

Drying process automatic and continuous.

Can be used as conditioner with cold air only.

Absolute satisfaction guaranteed.

Built in capacities from 10 bushels to 1000 bushels per hour.

SOLE MANUFACTURERS

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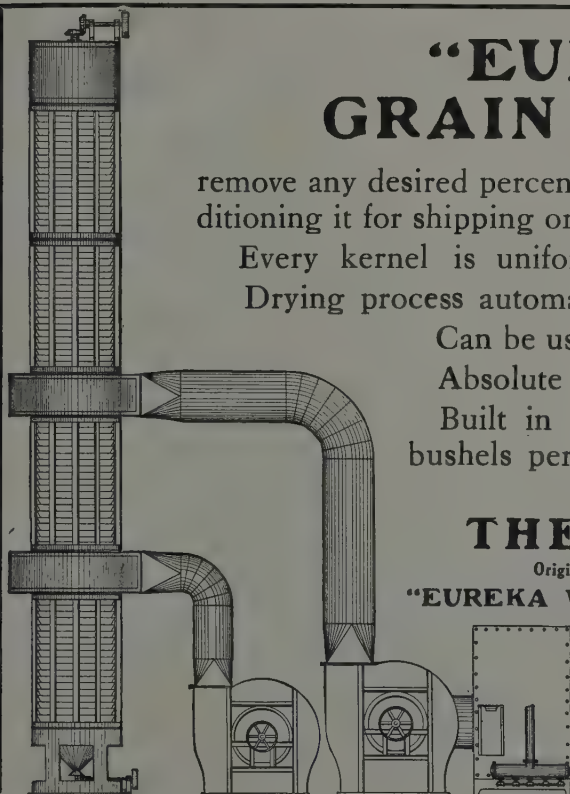
Originators of the Highest Grade of Grain Cleaning Machinery.

"EUREKA WORKS:"

SILVER CREEK, N. Y.

REPRESENTATIVES:

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## GOOD EQUIPMENT

is the cheapest—it will give satisfaction at all times, and can be depended upon when wanted most.

The Gerber Improved Distributing Spouts are made by skilled workmen, from the best of material. They have a reputation to sustain and must be right. Our largest customers are the ones who have bought from us for years. They know if GERBER ships it it is right.



I make a Specialty of Elevator and Mill Spouting Write for Particulars

**J. J. GERBER, MINNEAPOLIS, MINN.**

## Perforated Sheet Metal

We have a first class up-to-date plant for the manufacture of perforated metal, and can fill orders promptly. Our prices are right, and we furnish goods which we guarantee to be the best. A screen that lays flat and fits the frame not only does better work but increases capacity. We know how to make them. Prompt shipment is our rule.

**The Strong-Scott Mfg. Co.**  
Minneapolis, Minn.

Northwestern Agents for  
Richardson Automatic Scales  
Invincible Cleaners  
Knickerbocker Dust Collectors

## Grain Shipping Ledger FORM 24

An indexed shipping ledger for keeping a perfect record of the shipments of 5,000 cars. A page is given to each firm to whom you ship and name indexed. The pages are 10½x15½ inches, used double.

Across top of left hand page is printed "Shipments To....." the column headings on this page are: Date Shipped; No.; Car Initial; Car No.; Kind of Grain; Grade; Bushels or Weight; Price; Am't of Dratt; Remarks. The right hand page is ruled with column headings as follows: Date Returned; No. Bushels Returned; Grade; Date Sold; Price; Freight Paid; Other Charges; Total Charges; Over Charges; Net Proceeds; Balance. Above the date column on each page are the figures "100..." In the column headed "No." on each page is a column of figures running consecutively from 1 to 50, thus numbering the lines on each page for quickly following record across the double pages.

The book contains 100 double pages. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is tight bound in heavy cloth covers with leather back and corners. Price, \$2.50.

## GRAIN DEALERS JOURNAL

255 La Salle Street, Chicago, Illinois

# The No. 109 Clipper Seed and Grain Cleaner

Shown here has our perfect Traveling Brush device on the screens to keep them from clogging, which enables it to do better work than any other cleaner. It also has our Special Air Controller, which an experienced man will see at a glance is a perfect device for regulating the Air Blast. It has three full length screens and one-half length scalper screen which makes it very desirable for handling dirty or chaffy seed, grain or corn. The excellent results obtained on this machine and the small amount of power required by it will surprise you if you have not operated one of our Cleaners.

We guarantee it to give perfect satisfaction on clover or timothy seed or any kind of grain and it can be operated with one-fourth the expense for power of any suction cleaner on the market. If you are looking for a first-class, up-to-date cleaner of good capacity, we would be glad to send you catalog and give prices and particulars upon request.



**A. T. FERRELL & CO., SAGINAW, W. S., MICHIGAN.**



## NEW MARSEILLES DUSTLESS CYLINDER CORN SHELLERS

Made in Several Sizes, Both Stationary and Portable Styles

WE MAKE Hand and Power Corn Shellers, Horse Powers, Feed Grinders, Portable Elevators and Wagon Dumps, Pump Jacks, Grain Elevator Machinery and Supplies.

### Speaks for Itself:

Gainesville, Texas; May 12, 1908.

Marseilles Mfg. Co., Marseilles, Ill.

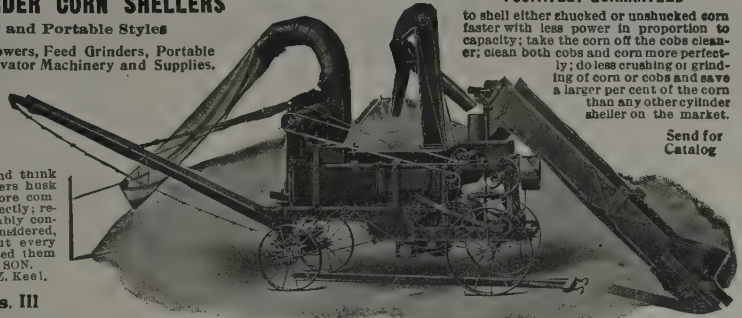
Gentlemen: We purchased the first Shuck Corn Sheller you ever made, some eighteen or twenty years ago. Since then we have bought 12 or 15 of them, representing every improvement, and expect to buy several more this season. We have bought one or more of about every other make and think we are competent judges of such machinery. Your shellers husk and shell the corn off the cob more thoroughly; save it more completely; clean both the shelled corn and the cobs more perfectly; require less power in proportion to capacity; are more durably constructed and costless, loss of time and cost of repairs considered, than any sheller we have ever used. We have thrown out every other kind of Corn Sheller we ever bought and have replaced them with yours.

KEEL & SON.

By J. Z. Keel.

MARSEILLES MFG. CO. Marseilles, Ill.

Branch Houses and General Agencies at Principal Distributing Cities.



### POSITIVELY GUARANTEED

to shell either chucked or unshucked corn faster with less power in proportion to capacity; take the corn off the cobs cleaner; clean both cobs and corn more perfectly; do less crushing or grinding of corn or cobs and save a larger per cent of the corn than any other cylinder sheller on the market.

Send for Catalog

## ELEVATOR MACHINERY

GRAIN DRYERS—All Sizes, CRUSHERS, SHELLERS and MILLS CONVEYORS and ELEVATORS, CHAIN BELT and SPROCKET WHEELS, OAT MEAL and PEARLED BARLEY MACHINERY, HOMINY MILLS

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THE C. O. BARTLETT & SNOW CO.  
CLEVELAND, OHIO, U. S. A.

## Mt. Pelee Hocking—

is **rescreened** and the best domestic soft coal to handle.

WRITE TO

**OHIO & MICHIGAN COAL CO.**

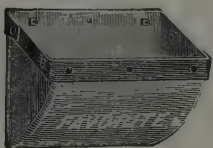
Miners and Shippers

**Anthracite and Bituminous Coal**

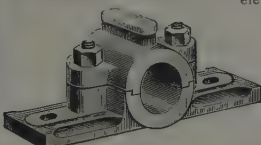
Main Office: DETROIT, MICH.



Weller Standard Friction Clutch  
Applied to Rope Sheaves.



Weller Favorite Elevator Bucket.



Weller Common Flat Boxes.

# Weller-Made

"Means Much"

Elevating, Conveying and Power Transmitting Machinery

Economy in Handling Materials

Time is valuable, labor is expensive, floor space costs money. Flour mills and other plants where a large amount of material is handled are in particular need of methods that handle materials economically—that save time, that reduce hard labor to the minimum—that save space in factory or warehouse.

Therefore, they need Weller-Made Machinery.

### In General Use

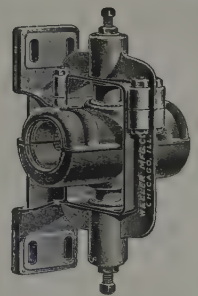
Large numbers have realized—and supplied—the need. Weller-Made Machinery is handling materials economically in many of this country's, and Canada's largest elevators and flour mills.

No concern is so small but what they want to operate along the most economical lines. No concern is too big to disregard the opportunity of reducing operating expenses.

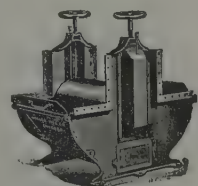
To both—to all mill owners—we suggest your writing us for particulars. A 512 page book describes our line and is sent free upon request.

**Weller Manufacturing Company**

Chicago



Weller Adjustable Balls and  
Socket Post Hanger, with  
Self Oiling Bearings.



Weller Standard Cast Iron  
Elevator Buckets.



Weller Standard Spiral  
Steel Conveyors.

# ALFALFA MILLS

## THE "STAR HAY EATER"

Gebhard Steel Cylinders. Hardest  
and toughest steel made.  
FAST GRINDERS—LIGHTEST RUNNERS

## Lockwood's PNEUMATIC FEEDERS

Takes out iron and rocks and preserves your mill.

## JUNIOR FEEDER No. 1

Cheaper than the Pneumatic.

## Lockwood's "HORIZONTAL MIXER"

A Mixer that MIXES. PLAIN or with  
STEAM JACKET. Light runner.

## "AUTOMATIC PROPORTIONERS"

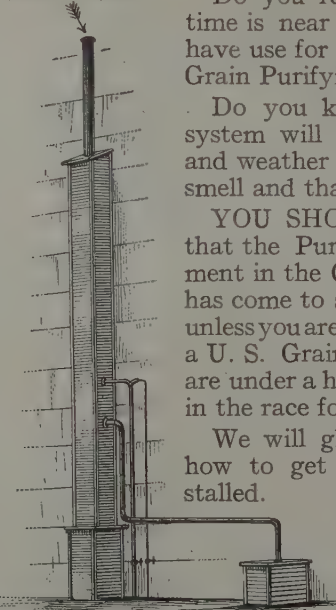
Weighs ingredients to the mixer accurately.

Whole systems installed and guaranteed—"No work,  
No pay. Address

**WM. W. LOCKWOOD, Winfield, Kansas**

## MR. ELEVATOR OWNER!

PURIFIER STACK



Do you realize that the time is near when you will have use for an up-to-date Grain Purifying System?

Do you know that our system will remove water and weather stains, ground smell and that musty odor?

YOU SHOULD KNOW that the Purifying Department in the Grain Business has come to stay, and that unless you are equipped with a U. S. Grain Purifier you are under a heavy handicap in the race for profits.

We will gladly tell you how to get a System installed.

Write  
at  
Once

**U.S. Grain Purifier Company**

EARL PARK, IND.

# OHIO Corn Shellers

**300 to 1500**  
bushels per hour

PATENTED



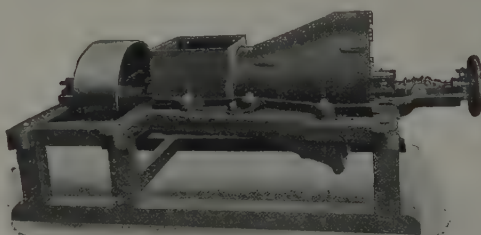
**Fan Discharge Sheller**

Shellers either style, Fan Discharge or Regular with adjustable cylinder.

The heaviest and most durable Shellers made, giving greater capacity and Guaranteed to give satisfaction.

Can ship promptly.

Write for catalogue and prices.



**Regular Sheller**

We have every facility for furnishing elevator men with all kinds of equipment.

Send us your specifications and let us know what you need in the machinery line.

We will treat you right. Write us.

**THE PHILIP SMITH MFG. CO.**  
**SIDNEY, OHIO**



## Record of Cars Shipped

Is a book designed especially for country shippers in keeping a complete record of each car of grain shipped.

It is ruled to meet the needs of the grain dealer's business. The column headings are: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

The book is 9½x12 in. and contains 160 pages of linen ledger paper, 29 lines to each page, and has spaces for recording the foregoing facts regarding 2,320 carloads. It is well bound in strong boards, with leather back and corners. Order Form 385. PRICE, \$1.50.

**GRAIN DEALERS JOURNAL**  
255 La Salle St., CHICAGO, ILL.

## Vest Pocket Grain Tables

reduce any number of pounds from 10 to 100,000 to bushels. For all kinds of grain. Size 2½x 8½ in. Printed in 2 colors. Price 50 Cents.

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## THE PRACTICAL GAS ENGINE

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If you operate a gasoline engine you need this book for it tells about the operation and care of one. Written by a man of practical experience. Contains 140 pages neatly bound in cloth. Price \$1.00

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255 La Salle Street - - - Chicago

## ELEVATOR EQUIPMENT

We manufacture a complete line of elevator equipment including Wagon Dumps, Power Shovels, Corn Shellers and Cleaners, Buhr Stone and Roller Feed and Meal Mills, Meal Bolters, Packers, Car Pullers, Passenger Elevators, Grain Handling Appliances, Belting and Power Connections of all kinds, Mill and Elevator Supplies.

*WRITE FOR PRICES.*

## NORDYKE & MARMON CO.

America's Leading Mill Builders

INDIANAPOLIS, IND.

Est. 1851.

## WILLFORD

### Light Running Three-Roller Mills

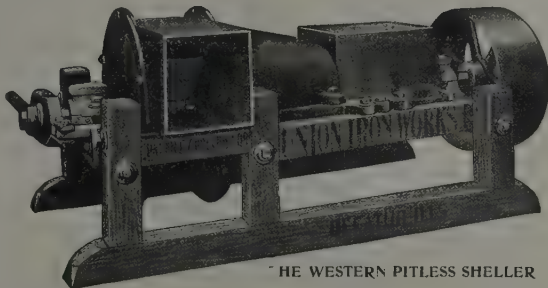
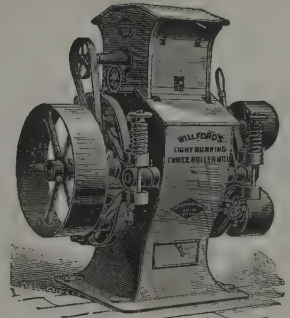
**ARE THE BEST  
FEED MILLS FOR ELEVATORS**

because they take the least power,  
are strong, simple and durable.

*Write for Circulars and Prices.*

## WILLFORD MANUFACTURING CO.

303 So. 3rd Street Minneapolis, Minn.



THE WESTERN PITLESS SHELLER

## "WESTERN"

### SHELLERS and CLEANERS

**Complete Equipments and Supplies for  
Grain Elevators**

Do not delay looking after your equipment. It may mean dollars to you later on.

We are running overtime filling orders, but can take care of a few more promptly.

**UNION IRON WORKS**  
DECATUR, ILL.

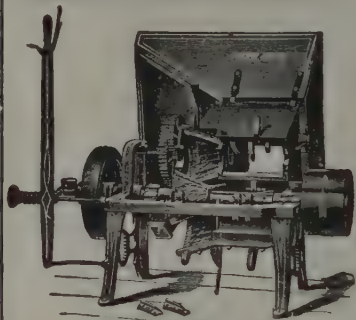


THE WESTERN GYRATING CLEANER

**Bowsher Feed Mills**

(SOLD WITH OR WITHOUT ELEVATOR.)

Crush ear corn (with or without shucks) and grind all kinds of small grain; *separately or mixed*. Will grind Kaffir Corn in the Head. Have Conical Shaped Grinders. CAN RUN EMPTY WITHOUT INJURY.

**Different From All Others**

**Lightest Running**  
Best Built. Finest Finish.

**HANDIEST TO OPERATE**

SEVEN SIZES: From 2 to 25 h. p. (Also make Sweep Mills, both Geared and Plain.)

**They are Built for Business.**

THE N. P. BOWSHER CO., South Bend, Ind.

## ANTI-FREEZING SOLUTION

### for Water Jackets of Gas Engines

## RHODES' CALCIUM CHLORIDE

Will not rust, absolutely odorless. Will not evaporate, lasts all winter.  
Five (5) pounds to a gallon of water will not freeze 54° below zero.

PRICES:— 700 lb. drum, 1c per lb.      100 lb. can, 3c per lb.  
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(Send for circular.)

New York

**JAMES H. RHODES & COMPANY**

Chicago

### Your Profits

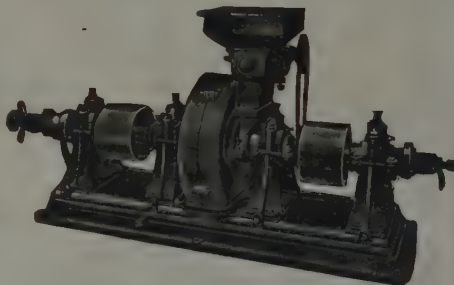
at the end of the year are shown by the amount of cash you have. You will find the feed grinding end of your business very profitable if you have a

### Monarch Feed Mill

Let us prove it to you by sending you one on trial. **WRITE US**

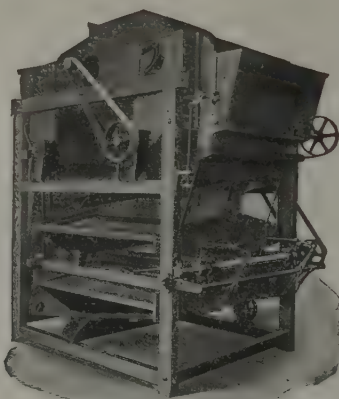
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## AUTOMATIC SCALES

FOR MILLS AND ELEVATORS  
**National Automatic Scale Company**  
BLOOMINGTON, ILL.



## CLEANERS FOR ALL CLASSES OF GRAIN AND SEEDS.

CORNWALL'S DOUBLE SEPARATOR will clean all kinds of grain. It has two shaking motions assuring large capacity and fine cleaning. It has sieves with motion in line with travel of grain for removing straws and coarse material and sieves on which grain travels across line of motion for close separations.

Sieve cleaners clean every inch of sieves several times a minute. They work under the sieves and lift out everything caught in the holes.

The CORNWALL CORN CLEANER has valuable features possessed by no other Corn Cleaner.

The VICTOR CORN SHELLER is standard and known everywhere for durability and efficiency.

We furnish complete machinery equipments for Grain Elevators, Malt Houses, Cereal, Corn, Feed, Flour and Cement Mills.

ALSO GRAIN DRYERS OF ALL CAPACITIES.

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MOLINE, ILL.

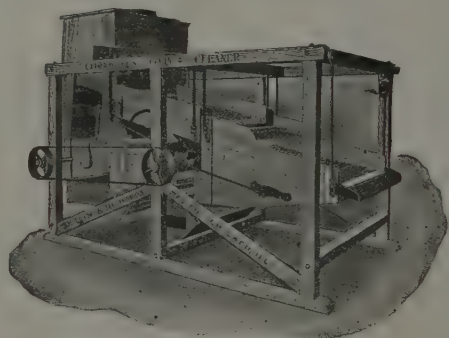
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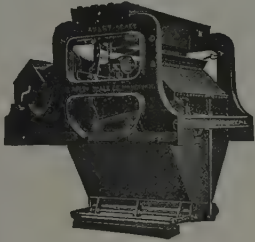




# AVERY Automatic Scales

... for ...

## Grains and Flour



Gives Absolute Weighings. Keeps the Records for you. Occupies small space in the elevator.

Write for Catalog 94A.

# AVERY SCALE CO.

NORTH MILWAUKEE, WIS.

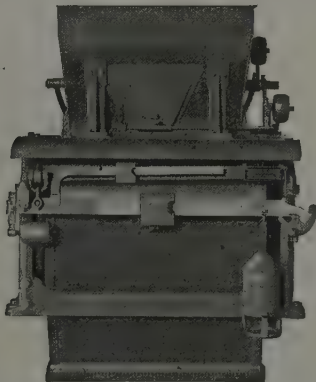
BRANCHES:

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## An AUTOMATIC SCALE Not An AUTOMATIC PUZZLE



### SONANDER AUTOMATIC SCALE.

is a Standard Scale to which have been added simple parts to secure automatic and continuous weighing. It's just like the scale you have always used, only it's automatic.

There is never any doubt or mystery.

It is guaranteed to handle a greater variety and condition of grain, *clean or dirty*, whole or ground, with greater ease and greater accuracy than any other automatic scale. Such a guarantee will be made to you.

The Sonander is self-testing, no platform or other scale is required. *It occupies less space than others.*

"Sonander Baggers are wonders" so users say.

**THE WINTERS-COLEMAN SCALE CO.**  
SPRINGFIELD, OHIO.

Agents at all Grain Centers



## Take Safe Measures and Use a Richardson Automatic Grain Scale

The railroads will accept its weights because the railroads use the scale themselves, thus your shipments are safe and you will be paid on your weights.

You know the scale is right because you see its beam balance with every load.

It will weigh grain of varying gravity accurately and can be reset for a change of grain in thirty seconds.

No multiplication of error due to multiplied levers—Guaranteed to weigh within one-half bu. in carload—Specially designed to weigh uncleaned grain—Absolutely can not be choked or stopped by cob which is weighed with the grain—Takes up small space—Nothing to get out of order—Made by scale experts and engineers of highest caliber and greatest experience.

Quality—Finish—Maximum Efficiency. Prompt Shipments.

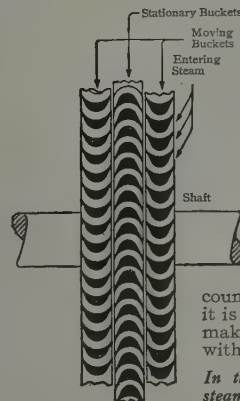
# RICHARDSON SCALE CO.

6 Park Row, New York, N. Y.

122 Monroe Street,  
Chicago, Ill.

413 Third St. So.  
Minneapolis, Minn.

## The most work with the least steam



**Curtis Steam Turbine Generating Sets** utilize the expansive force of the steam to the best advantage.

Instead of the familiar reciprocating steam engine method of intake, expansion and exhaust, there is in the Curtis Steam Turbine one continuous expansion of steam giving its energy to a disc rotating continuously in one direction.

Instead of connecting the electric generator by belt to a countershaft or to the engine fly wheel it is keyed direct to the turbine shaft, making all rotating parts one solid unit without lost motion.

In the Curtis Steam Turbine the entering steam strikes a set of small blades or "buckets" mounted in the edge of a circular disc which is keyed to a shaft. The steam, after striking and propelling the shaft and discs, is re-directed against a second set of buckets on the same shaft. The energy of the steam is changed simply and efficiently into electric power.

Curtis Steam Turbine Generators are made in sizes suitable for every use. The smallest will furnish current for 100 incandescent lamps. The largest will fill any commercial requirement.



## General Electric Company

2010A

Principal Office, Schenectady, N. Y.

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Chicago Office, Monadnock Bldg.

Sales Offices in all Large Cities.

## Grain Testers Flax Scales

Wheat, Flax and Seed  
Testing Sieves are  
needed now.

Send Us Your Order.  
Complete Line Prices Right

## GRAIN DEALERS SUPPLY CO.

Minneapolis - Minn.

## Buffalo Grain Tester



## With Buffalo Filler

BUFFALO SCALE COMPANY BUFFALO, N. Y. CHICAGO NEW YORK

## You'll Be Happy

with a

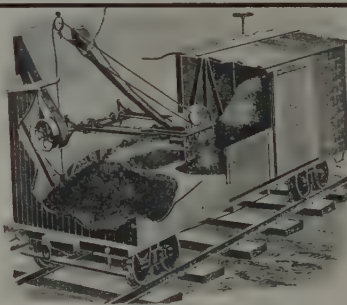
### NEW ERA

### Passenger Elevator

It's the Easiest Running  
Safest  
Best

It has many exclusive features  
Write for further information  
and prices.

Sidney Elevator Mfg. Co.  
SIDNEY, OHIO.



## IT FILLS TO THE ROOF

When loading grain there is often much time lost when it is necessary to get into the car to put the grain into the "far corners" and a loading device that overcomes this difficulty is not only a convenience but will also save its cost in wages.

### The Champion Car Loader

will do this. It has two rotaries running in opposite directions and fills both ends of the car at the same time. The car can be filled to the roof or the grain can be delivered level with the grain line.

It has other advantages. Write me to-day for full particulars.

E. BAUDER, STERLING, ILL.

The grain trade's accepted medium for "Wanted" and "For Sale" ads. is the GRAIN DEALERS JOURNAL of Chicago, because such ads. placed in it bring quick returns.

The ONLY Car Loader  
That Will Not  
Damage the Grain.

## COMBINED Grain Cleaner and Pneumatic CAR LOADER



North Manchester, Ind.,  
August 15, 1907.  
Mattoon Grain Conveyor,  
Mattoon, Ills.

Dear Sirs: Enclosed find our check for the car loader. We are very much pleased with this combined cleaner and loader and don't see how we could get along without it. It certainly is a complete success. We have had experience enough with many different makes of loaders to know that it is difficult to get a loader that will load cars perfectly and that too without breaking or grinding the grain, but this will load a car perfectly without damaging the grain, and on the contrary materially improves it by the strong current of air passing through the grain. To understand what a complete success this loader is one must see it work. We like it well enough that we expect to put in one or two more soon. Very truly,  
KINSEY BROS.

THESE PARTIES ARE NOW INSTALLING THEIR THIRD MACHINE.

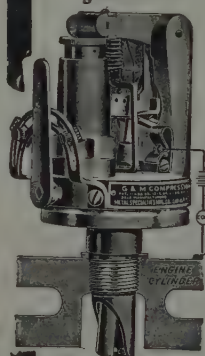
The ONLY Machine  
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We can save you  
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Spark may be  
easily and quickly  
advanced or re-  
tarded to the prop-  
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speed, so that en-  
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The G. & M. Compression Igniter gives gaso-  
line and gas, as it produces a hot, fat spark  
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shoots it quicker, thus transferring all the gaso-  
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The G. & M. Compression Igniter soon pays for  
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The G. & M. Compression Igniter is extremely  
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Metal Specialties Mfg. Co.

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loader to John A. Roesser, Dutzow, Mo.  
He remitted for it September 21st and said:  
"The No. 10 'Boss' car loader received  
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do all you claim, for its a labor saver and  
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It is not a difficult matter to get testi-  
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you ask for them because people will not  
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but when a person writes a letter like the above voluntarily it is evidence that he is more than ordi-  
narily well pleased. We are glad to send these machines on approval and carry all sizes in stock for  
immediate shipment.

MAROA MANUFACTURING CO., MAROA, ILL.



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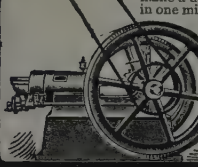
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Operators of Gasoline engines who encounter difficulties in the care or operation of gas and gasoline engines will find each of the following books of great assistance:

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**Plain Gas Engine Sense**, by E. L. Osborne, Price, \$1.00.

For any of the above address,

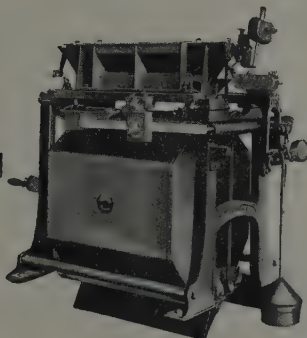
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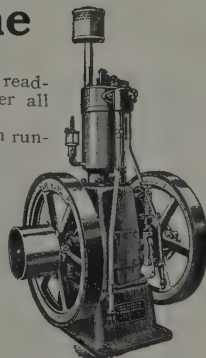
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Three Kansas Elevators for lease or sale. Address Box 75, Hutchinson, Kansas.

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CENTRAL INDIANA 30,000 bu. cribbed Elevator for sale, nearly new, with all modern conveniences for handling and cleaning grain. Machinery and equipment the very best obtainable. Will handle about 115 to 125,000 bushels grain annually at good profits. Coal, Flour and Feed will pay operating expenses. Cleared \$7,500 past two years. Located in small town without any competitor. Owner can live in nice little city six miles from elevator.

This property has never been offered for sale and will not be on the market longer than Nov. 1st. Owner desires going south, reason for selling. Don't answer this add. unless you mean business. A Snap at price asked, \$14,500. Address 354 N. West St., Tipton, Ind.

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WILL LEASE for two years, or part thereof, Elevator located in Chicago. Storage capacity ninety thousand, transfer capacity fifteen cars daily. Splendid location. Excellent switching service. Address Box 760 Grain Dealers Journal, Chicago, Ill.



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To Buy or Lease Elevator, W. Ohio or E. Ind. Address J. E. Owens, Greenville, Ohio.

IF YOU ARE SEEKING A BUSINESS write to the Manager of the Want Ad. Dept. of the Grain Dealers Journal, Chicago, Ills.

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WHOLESALE GRAIN BUSINESS in Wichita, Kans., for sale, including membership in Wichita Board of Trade. Is one of the leading firms and has the most complete office fixtures, files, grain lists and tariffs in Wichita. Reason for selling, owner's health. Address 1031 South Topeka Ave., Wichita, Kansas.

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WANTED—Capable man to run grain elevator, gasoline engine; good point near Aurora. Address Kersten & Smiley, Plainfield, Ill.

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IF YOU want to buy, sell or exchange an elevator, write, wire or phone us. Tri-State Elevator Co., Hicksville, Ohio.

WRITE US if you want to sell your elevator or want to buy. We have a large list of elevator bargains and also some good exchanges for elevators. Address Iowa Mill & Elevator Brokers, Independence, Iowa.

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Harris Machinery Company,  
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Corliss Engines, Rebuilt, second hand: 10x24-in. 14x24-in., 12x30-in., 14x36-in., 14x42-in., 16x42-in., and larger. Standard Engines complete; also boilers, pumps, heaters and complete steam plants, second hand. Write for description and price. Harris Machinery Company, Minneapolis, Minn.

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**HEATERS:** All sizes, open and closed.

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Sole manufacturers of the celebrated "LEADER" INJECTORS and JET PUMPS. Send for circular. THE RANDLE MACHINERY CO., 1748 Powers St., Cincinnati, O.

**DUST PROTECTORS.**

**SANITARY DUST PROTECTORS**—"An ounce of prevention is better than a pound of cure." Get one of my dust protectors and save your lungs. Made of rubber with automatic valve. \$1.00 post paid. Jacob Meier, 11th and Kansas Sts., Russell, Kansas.

**MACHINES FOR SALE.**

**TWO MARSEILLES SHELLERS,** No. 3 size; and one Hess Grain Drier cheap for cash. McCord & Horton, Memphis, Tenn.

**TWO BARGAINS**—One 18-inch, 2 high roll feed mill, \$50.00. One No. 2 Clipper Seed Cleaner \$15.00. The Metamore Elevator Co., Metamora, Ohio.

**GRAIN TESTERS:** Three sizes, one pint, one quart and two quarts. Guaranteed correct, sent on trial. Write for prices. A. S. Garman Co., Akron, O.

**FOR SALE AT A BARGAIN**—One U. S. No. 2 undershot corn sheller good as new, can make over shot if desired, only been used a short time, will make low price if answered quick. Chas. Henn, Borton, Ill.

**FOR SALE**—Cheap, A Western Combination Sheller and Cleaner, 2½ size. In good repair. Suitable for small elevator. Too small for our present demands. Capacity about 500 bus. per hr. Morgan Bros. Co., Murdock, Ill.

**WE GUARANTEE OUR REBUILT PUMPS** to be equal to new in efficiency and durability; pumps, compressors and engines repaired, bought, sold and exchanged. The Pump Shop, 170 N. Desplaines St., Chicago, Ill., Tel. Monroe 700.

**ONE 10x20 Sinkers Davis.** One 8x16 Atlas. One 12x24 Atlas. One No. 3 Invincible Clipper. One No. 4 Invincible Receiving Separator. Address J. A. Horn, Oklahoma City, Okla.

**FOR SALE**—One No. 2 Cornwall Corn Cleaner good condition excepting sieves, one size; 2 Barnards Dustless Receiving Wheat Separator, first class condition; one No. 2½ Western Rolling Screen Corn Cleaner, and one No. 3 Hercules Corn Scourer in good condition. Bargain if taken quick; need the room. Bossemeyer Bros., Superior, Nebr.

**FOR SALE**—Two 1,000 bu. Fairbanks Hopper scales with timbers, good as new, \$100 each. One track scales 120,000 lbs., \$300. One Clipper Grain Cleaner, \$40. Three H. A. Bernard's No. 3 dustless elevator separators, \$50 each. Also all the rest of the machinery of the large western elevator at Wabasha, Minn. Write for list. La Crosse Wrecking Co., Wabasha, Minn.

**GOOD AS NEW**—Two No. 5 Iron Prinz Scourers in excellent condition. One No. 2 Iron Prinz Scourer, in use only ten days. One Racine Fanning Mill. Also a miscellaneous lot of sheaves. Write for further information to Bernhard Stern & Sons, Milwaukee, Wis.

**SECOND-HAND MACHINERY.**

Attrition mills: 3-24" Cogswell's; 1-24" Monarch; 1-20" Unique; 2-24" Foos; 1-19" Foos; 3 pair high roller mills; 2-9"x18" Noye, gear drive; 1-9"x18" Case; 1-7"x18" 3 pair High Alfrie, belt drive; 1-7"x15" Alfrie 2 high roller mill. Separators: 1 No. 1½ Barnard & Leas milling; 1 No. 31 Barnard & Leas Receiving; 1 No. 258 Eureka Magnetic 25 bu. cap; 1 No. 256 Monarch Magnetic, 55 bu. cap; 1 No. 0 Howes Magnetic, 35 bu. cap. Dust collectors: 1 No. 3 P, 1 No. 4 A, 1 No. 2-B Wilson Tubular; 1 No. 2 Monarch. Address Sprout, Waldron & Co., P. O. Box 260, Muncy, Pa.



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Snapped Corn, our specialty. Write for prices. Mott Store Co., Portageville, Mo.

Northern Grown  
Winter Wheat and Rye,  
Timothy Seed and Early Ohio Potatoes.  
N. J. Olsen Co., Moorhead, Minn.

GRAIN WANTED—Quote us all kinds of oats, corn, etc., Send samples and prices delivered. J. Zimmern's Co., Mobile, Ala.

WRITE US FOR QUOTATIONS on kaffir corn and milo maize. Will quote sacked or bulk delivered anywhere. New crop will soon be moving. The Western Grain Co., Wichita, Kan.

HICKORY KING CORN WANTED—Either in the ear or shelled. Must be suitable for seed. Quote prices for December delivery. Address Hickory King, Box 7, Grain Dealers Journal, Chicago, Ill.

HAY AND GRAIN SHIPPERS WANTED in Ill. and Ind. to correspond with me. Sell only on brokerage basis. Work all No. Alabama towns. W. L. Lyle, Wholesale Broker, Huntsville, Ala.

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KAFFIR CORN, MILOMAIZE, CANE SEED. Write us for prices, bulk or even weight, sacked, recleaned if desired. F. O. B. Okla. City, Kansas City, St. Louis or Chicago. Immediate shipment. Address E. R. & D. C. KOLP, Okla. City, Okla.

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We buy and sell all kinds of field seed. When in the market to buy or sell write us.

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Shellers, Cleaners, Clippers, Scales, Feed Mills, Steam Engines, Boilers, Gasoline Engines, Belting, Buckets, Conveyors or any other elevator machinery can be bought or sold quickly by placing an ad. in the "Wanted" or "For Sale" columns of the

GRAIN DEALERS JOURNAL

OF CHICAGO.

COSTS 15 CENTS PER LINE.

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WANTED—BUCKWHEAT GRAIN. Quote delivered Benton, Columbia Co., Pa. Benton Roller Mills.

Common, German, Siberian, Hungarian and Japanese Millet, Buckwheat, Mustard and White Clover. J. Oliver Johnson, Chicago.

## GRAIN WANTED.

QUOTE ME on all kinds of grain and feed. Isaac Laplante, Fall River, Mass.

NEW WHEAT and oats of every description wanted. Mail samples and name price delivered Philadelphia. Address L. F. Miller & Sons, Philadelphia, Pa.

We want Rye, Barley, Choice Red Oats, Cane and Millet Seed, Low Grade Wheat, Wheat Screenings, No. 3 or better White and Mixed Corn, and all varieties of Clover and Grass Seeds. Quote us and send samples. PITTMAN & HARRISON CO., Sherman, Texas.

## GRAIN FOR SALE.

FOR SALE—Wheat, Corn, Oats, and Kaffir Corn. Delivered prices made on request to any points in the United States. Stevens-Scott Grain Co., Wichita, Kans.

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MIXED CARS of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, O.

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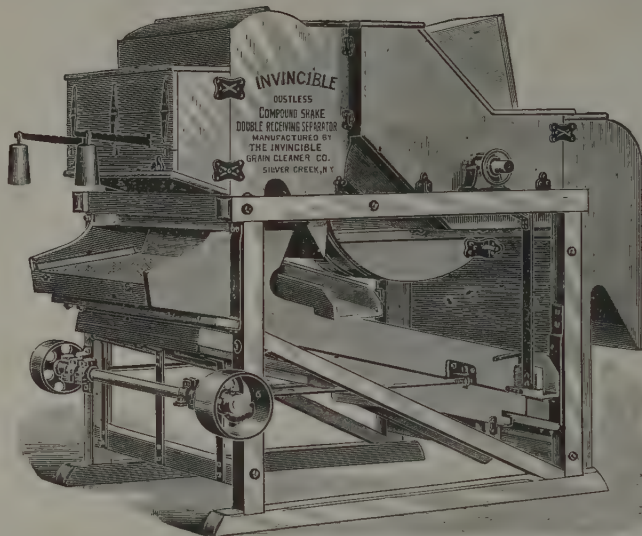
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Here is a machine fitted with a divided shoe, one-half moving in the opposite direction to the other half, and forms a perfect counter-balance while under motion.

This device makes this machine as solid as a rock—Shakeless. We call it the

## INVINCIBLE DUSTLESS COMPOUND SHAKE RECEIVING SEPARATOR

The traveling brush under the cockle screen is a great advantage.

The improved form of drive for the brush rig obviates trouble.

This machine has other advantages which we will be glad to explain if you will only write to any of the undersigned.

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REPRESENTED BY

J. H. PANK, 512 Traders Bldg., Chicago, Ill. Phone Harrison 667.

F. J. MURPHY, 225 Exchange Bldg., Kansas City, Mo.

C. L. HOGLE, 623 Board of Trade, Indianapolis, Ind.

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## GRAIN DEALERS JOURNAL

Published on the  
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### The Advertising

value of The Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade place your announcements in the leading Journal.

### Letters

on subjects of interest to those engaged in the grain trade, news items and crop reports are always welcome.

Entered as Second-Class Matter Aug. 5, 1898, at the Post Office at Chicago, Ill., under Act of March 3, 1879.



GOLD MARKS SIGNIFYING QUALITY OF CIRCULATION HAVE BEEN AWARDED THE GRAIN DEALERS JOURNAL BY THE AMERICAN NEWSPAPER DIRECTORY

CHICAGO, ILL., OCTOBER 10, 1909.

THE LUMBER trade has its Hoo Hoo's, the coal trade its Ko-koal's and the grain trade is soon to have its Kernels of Golden Grain.

OVER-EAGERNESS to buy the farmers' grain often induces the dealer to pay more than the central markets justify and the result is a bitter loss.

CROP REPORTS do not seem likely to be improved by government officials until the grain trade unites in a vigorous demand for reports which can be depended upon.

STEEL grain cars were endorsed and recommended most heartily at the Indianapolis meeting. If all grain shippers would do likewise, the loss of grain in transit might be greatly reduced.

THE NATURAL shrinkage (so called) was given a number of hard raps at the Indianapolis meeting, but the carriers will continue to take it just the same, altho they have no legal right to do so.

SPECIFYING the time limit in telegrams and preceding the telegram with hour of filing same with telegraph company, as recommended at the recent Indianapolis meeting, would surely minimize the opportunities for disputes, and make clear to each party to the transaction the time limitations intended by the other.

CLAIMS for losses of trivial amounts of grain like fifty, eighty and one hundred pounds on a car load, simply serve to clog the machinery of a claim department and prejudice the clerks against the payment of any claims for loss in transit.

NOTWITHSTANDING the farmers of Western Canada are getting rich so fast they can hardly count the money some of them insist upon wasting their time and energy in presenting petitions for the Government Ownership of Grain Elevators.

AFFILIATION with the National Council of Commerce is sure to bring the trade in closer touch with the head of the Department of Commerce, and should prove of considerable help to the trade in gaining a hearing at Washington when its interests are involved.

THE PUBLICATION of the prices for cash grain ruling in the leading markets each day by the daily press would be of much more interest and value than the rehash of columns of dope regarding the option markets, which often mislead holders of grain as to its value at country points.

WOOD PARTITIONS in steel tanks have brot about the destruction of another tank full of wheat, the latest disaster of this character being at Evansville, Ind. The burning of Iglehart's mill is credited with having fired the wood partitions in the steel tank near by, with the result that the tank was badly damaged and the grain destroyed.

TOO MUCH handling of grain in a country elevator not only increases the loss in handling and the cost of getting it to market, but also reduces the possible profit. Operation expenses must be met by the elevator man and shrinkage allowed for. What is the average loss per bushel in handling a hundred thousand bushels thru your elevator?

OUR NORTH DAKOTA news items in this number disclose a most shocking sacrifice to the set-screw which should have been protected by a collar. It does not cost much time for labor or material to bend a piece of sheet iron around shafting and set screw so as to protect the set screw from catching in the clothing of workmen. Do it NOW.

SCOOP SHOVEL shippers who have nothing at stake can always be depended upon to take advantage of any one who has the temerity to do business with them, and it is indeed gratifying to learn occasionally of a receiver who loses heavily by paying drafts made by such irresponsibles. It is such an easy matter to learn who is regularly equipped to do business, no receiver is now days justified in placing his operating capital in jeopardy by giving part of it to a man who has nothing but a scoop shovel and a gunny sack.

"LEAKING in transit" car reports have helped two western shippers to secure payment for grain lost in transit as is clearly shown by letter published elsewhere in this number. A number of new reports are also published in this number and we sincerely hope each report may assist the shipper in proving his claim for shortage a just one.

CONSULS representing the United States abroad who have been trying to show the need for federal inspection by criticism of state and exchange graded grain have finally found some other cause for grain arriving on the other side in poor condition. Our consul at Hull reports a case in admiralty where corn was damaged by heat from the furnaces and leakage thru a sea pipe.

A FEW years ago, farmers were organizing clubs and singing songs in favor of "Government Loans at 3%" for the poor, downtrodden grain growers of the country, and today these same farmers are chasing about the country in automobiles, trying to lend money to anybody at 6%. Such are the rapid changes worked by the increased demand and the accompanying high prices of farm products.

CONTRACTING farmers' corn before it has been gathered breeds so much grief for both the buyer and seller, many dealers refuse to enter into such contracts, even tho the farmer solicits bids. No dealer who has his own interests at heart will enter into such contracts unless the contract be placed in writing. The statutes of many states make verbal contracts involving amounts in excess of \$50 void.

UNIFORM RULES seem to be nearer to a certainty in all the grain markets of this country than ever. The fight for uniformity has been a long and persistent one and naturally has tried the patience and energy of every promoter who has participated in the work. The spirit of compromise is abroad in the land and the next annual meeting of the National will see the trade nearer uniformity than ever.

PIT transactions representing the simultaneous meeting of the bids and offers of a vast multitude of buyers and sellers have long been recognized by the grain trade as the fairest method of exchanging property for cash. It is not surprising, therefore, that the Chicago Real Estate Board last week established a pit for transactions in houses and lots, known as a continuous auction sale. That the buyer of a lot in the real estate pit immediately resells at a profit without holding the property does not make him any more a gambler than the grain broker who buys in his pit and resells without holding the grain. With the real estate pit fairly established and a success, as it is, can the reformers convince the public that buying an option on real estate is gambling?

GRAIN GROWERS everywhere seem to be so very bullish they hesitate to sell more than a small portion of their crop at ruling prices. Reports from many sections show the farmer to be extremely bullish. It is in his system and he simply can't resist it. He wants more money. He has so much now he don't know what to do with it, but he wants more, and he knows that the way to get it is to hold back his grain and thereby force up the market price.

TESTING SCALES for members has always proved a profitable labor for grain dealers associations and their members and Mr. Beaton, the new Secretary of the Tri-state Ass'n, has arranged with the Coal Dealers Ass'n to furnish such service to the Ass'n members. The state associations which have undertaken this work have opened wide the eyes of many members and set at rest the worry of others. The only way to know that your scale is doing correct work is to have it inspected occasionally and dealers who want to be right do not hesitate to pay the small fee needed to obtain the inspection.

LOUISVILLE is the latest market to be cursed with political inspection, the Commissioner of Agriculture of Kentucky having taken to himself the authority to appoint two inspectors for Louisville. Where he found these inspectors and learned of their competency has not been disclosed, but no one in the grain trade seems ever to have heard of them previous to their appointment. The members of the trade are not disposed to pay any attention to this proposed interference with their business. Louisville inspection has never to our knowledge been complained of by any one and there seems no excuse whatever for the commissioner to attempt to regulate the business.

A NORTHWESTERN correspondent complains that Minnesota terminal inspectors do not interpret correctly Minnesota rules. If he would but keep in a quart glass jar an average sample of each shipment and then mark it as the inspectors grade the grain upon its arrival at destination, he will soon learn what grading to expect of them, and he in turn can so grade his purchases. Farmers who object to his grading can be quickly referred to samples of former shipments to terminal markets. Shippers cannot expect the terminal inspector to grade according to their ideas. That would be impossible, but the shippers can learn what to expect of inspectors after grain has been in car a couple of weeks, and as soon as they get posted on the proper grading of grains they can instruct their commission merchant to appeal in case shipment is not so graded and thereby protect themselves against carelessness on the part of terminal inspectors.

CONCRETE WORK in the construction of grain storehouses has not proved entirely satisfactory, principally because competition and lower than cost bids have forced some work into the hands of inexperienced, irresponsible builders who kept their eye on the grain man's bank account without giving any thought or study as to what they had contracted to give him. The most expensive monument now standing "to the memory of the lowest bid" is the half completed concrete elevator at Cedar Rapids, Iowa. The defective character of this work was discovered before the completion of the elevator and the work stopped. Much work just as cheap has been done around other grain elevators, but it has not been discovered until after settlement had been effected. Every jack-of-all-trades seems to think that concrete work is his specialty, but the test of a few years' time will prove the enormity of his error.

#### DOCKING RECEIPTS AT KANSAS CITY.

Deducting one hundred pounds on each car load of grain received at Kansas City is not likely to last much longer as country shippers, Kansas City receivers and the State's Attorney are all banded together in a fight upon this little steal.

An Omaha correspondent complains most bitterly in this number, and rightfully, against it. Shippers should be paid for every particle of grain in car upon its arrival at terminal elevator. The loss in handling between the farmer's wagon and the terminal elevator he must stand, and that is enough. Let the terminal elevator man stand for any loss which may accrue while he is handling the grain. If his charges are not sufficient to insure him a profit in the business, then his charges should be increased.

The terminal elevator man is just as much entitled to compensation for his services in contributing to the movement of grain from producer to consumer as any one else, but it is quite selfish of him to ask or expect a previous owner to bear any portion of the loss which is sure to accrue while grain is being handled through his house.

Operators of public elevators who are able to determine accurately how much is lost in handling one thousand bushels of each kind of grain through their houses are fully justified in deducting a shrinkage from grain before passing it out, altho it would be simpler and more satisfactory to charge a storage and handling fee sufficient to cover the loss.

Shippers to Missouri terminals whose shipments are docked one hundred or more pounds to allow for loss in handling will do well to keep their weight certificates showing the deduction because if the law is upheld by the state Supreme Court which will soon pass upon it, the culprits will prefer to refund the amount of their deduction rather than pay a fine of \$10 for each offense.

#### THE ASSOCIATION'S NEED OF MORAL SUPPORT FROM ALL.

Expelling members for refusing to arbitrate or to abide by the decisions of arbitration committees would be given much more encouragement if receivers not interested in the deal in controversy would not make such shameless haste in soliciting the business of the expelled member.

The Secretary of the Iowa Ass'n reports that fully twenty-five members have been so expelled and so encouraged by receivers in terminal markets. If the Ass'ns are to stand squarely against unfair dealing all members of the trade must give them full support else some of the Ass'ns will quickly decline into an organization for the protection of members only.

Most of the Ass'ns so far have drafted rules and conducted arbitrations in the interests of fair dealing and the rights of all; and membership today should stand for more in the trade than it does. All of the organizations are working to educate their own members and those having dealings with their members to a clearer conception of the principles underlying the trade rules and the cause of arbitration and to inculcate a fairer consideration for the rights of the other fellow. The trade rules have been drafted and the arbitrations conducted in the interests of all because the spirit of honesty has predominated all Ass'n work.

#### THE NATIONAL MEETING.

The thirteenth annual meeting of the Grain Dealers National Ass'n held last week in Indianapolis was a success in every respect, which bodes well for the future of the organization and the grain trade in general. The reports of the Ass'n's many committees showed that the influence of the organization is being used in many different directions. While the attendance of shippers was large, still the membership roll bears evidence of ample room for a large representation from the Northwest, West and Southwest. The influence of the Ass'n could be greatly strengthened and its work broadened by interesting the dealers of Western territory.

The Association has done much effective work in the promotion of the common interests of every one identified with the trade, but it would accomplish far more if all sections were working together harmoniously for the good of all. Every wide-awake member of the trade recognizes many trade abuses which merit careful attention in the interests of all and whenever a good suggestion is brot forward, the leaders in Association work generally cooperate harmoniously in bringing about improved trade conditions.

The 1910 meeting will be held in Chicago next October and it is to be hoped that that gathering will witness the reuniting of all the trades' ass'ns in the National.



## FEDERAL INSPECTION WOULD NOT ELIMINATE POLITICS.

Grain dealers who believe that placing the inspection of grain at terminals under control of the Federal Government would eliminate politics are indeed short-sighted and wholly lacking in experience with the Federal Government. As was clearly recited at the Indianapolis convention, Federal Inspectors could not be expected to work many hours a day and the force would always be kept at double the number of men actually needed, for which the grain trade would be expected to pay. The trade would be cursed with two political inspection departments in some markets where state departments would refuse to be displaced by the Federal interlopers and under such conditions it would be more difficult than ever for the grain trade to secure a voice in the classifying of grains according to the needs of the trade.

The Federal Government runs everything by rule and these rules are made by men so completely bound up by red tape that they would no more think of listening to a protest or petition from a duly authorized delegation of grain dealers than they would think of resigning their soft snaps.

## MARGINS FOR DISTANT DELIVERY DEALS.

Depositing margins to protect buyers and sellers of cash grain for distant delivery when market goes against one may seem somewhat unreasonable, but to any who will give the subject careful consideration, free from bias, the practice must be commended. The need of such protection is clearly shown by the excellent paper of Mr. Goemann published in our account of the Indianapolis meeting.

Requiring such deposit on sales or purchases for delivery in excess of thirty days would have a tendency to reduce wild speculation by irresponsible dealers and confine them to transactions within their means to conduct. It is a very easy matter, under existing conditions, for any buyer or seller to indulge in wild speculation at the expense of any one who is willing to extend unguaranteed and generally unwarranted credit to the offender until next spring.

The trade gains nothing by buying and selling cash grain so many months in advance and often the transactions of a weak dealer, who is unable to fulfill his contracts and pay his bills, will demoralize the trade of an entire section. Requiring deposit of margins would check speculation and protect dealers who are unwilling to take the chances of such distant deals. Selling cash grain so far in advance is of no advantage to any member of the trade, but it works to the disadvantage of the entire trade and to the detriment of society because of the un-

limited speculation by men who do not expect to fulfill their contracts.

Since the practice is already established it would be very difficult to stop it except thru rules regulating it.

## THE OBNOXIOUS UNIFORM B/L.

The conditions of the uniform bill of lading are continually meeting with protests from grain shippers, who are convinced that carriers intend gradually to enforce each condition to the letter. While the members of the grain trade are willing to accept a uniform bill of lading (in fact they would prefer uniform bills of lading) they appreciate that by accepting conditions antagonistic to their interests and destructive of their profits, the difficulties surrounding the grain business would be materially increased.

If the carriers do not intend to enforce the provisions of the bill of lading, let all those conditions which they acknowledge to be unfair and unreasonable be eliminated and a simple receipt substituted. The obnoxious form has now been in force sufficient time to put it to a fair test. The renewed attempt of carriers to enforce the natural shrinkage provision of the bill, but serves to give shippers a warning of what they may expect from the carriers if they continue to tolerate the many rank impositions provided for in the uniform bill of lading, but not now enforced.

Some of the provisions are very weak attempts to escape liability clearly provided for in common and statute law, but the carrier knows that a large percentage of claimants who suffer through the dereliction of railroad agents can, with the conditions of the bill of lading confronting him, readily be bullied out of his own property by high and mighty claim agents. It is time the railroad companies of the country discarded trickery and made more of an honest effort to give patrons a square deal.

The present bill's conditions were vigorously denounced by many shippers at Indianapolis and will continue to meet with their protests.

A NEBRASKA correspondent objects to repairing cars found leaking in transit because carriers may refuse to allow the claim for loss in transit because car is reported in good condition upon its arrival at destination. They might even do that after half the grain had leaked out and the hole have been closed by one of their own employees. We still believe that every shipper who repairs a car found leaking in transit performs a service of value to a fellow shipper and to the carrier, as he prevents useless waste of valuable property and also increases the shipper's chance of collecting for loss suffered. The larger the loss the longer will the carrier defer payment.

## Leaking in Transit.

Shippers who favor their brother sufferers by sending reports of cars they see leaking grain in transit, to the Grain Dealers Journal for free publication, encourage others to report their cars when seen leaking in transit. We have received reports on cars leaking grain as follows:

G. T. 4573 was set out at Dousman, Wis., Oct. 6 leaking oats at grain door; we fixed it best we could.—Martin & Hill.

M. & St. L. 8616 passed thru Boyd, Minn., Oct. 6, leaking wheat badly over draw bar; train did not stop long enough to repair it.—Eagle Roller Mill Co., A. L. Johnson, agt.

C. M. & St. P. 43574 passed thru Hartley, Ia., Oct. 5, leaking barley very badly at side of car over wheels; east-bound.—C. H. Betts.

L. V. 67104, containing wheat was badly leaking Oct. 1 on a siding between Scott and Van Wert, O.; leaking on both sides of car.—Chas. T. Pierce, Van Wert, O.

P. B. & W. 1492, passed thru Unionville Center, O., Sept. 29, end pulled out by P. C. C. & St. L. Ry.; loaded with yellow shelled corn; 10 or 15 bus. lost; car set out here.—H. Hall.

C. M. & St. P. 19642, south bound between Sioux Falls and Sioux City, loaded with durum wheat, passed thru Canton, S. D., Sept. 28 leaking very badly at side door post; think seal number was 320.—F. E. DeCelle, with Runkel Dadmun & Sullivan, Milwaukee, Wis.

C. B. & C. 32629 sidetracked here at Bushnell, Ill., Sept. 24, for repairs, leaking at side door and end sill; car contains yellow shelled corn, but don't know which direction billed.—S. A. Hendee.

C. M. & St. P. 20624 passed thru Britt, Ia., eastbound Sept. 18 leaking corn at side and end of car.—C. E. Buzick, agt. Reliance Eltr. Co.

B. C. R. & N. 48191 passed thru Oxford, Ia., Sept. 22 leaking corn out of end door; leak was bad; did not have time to repair.—W. B. Jones.

C. & N. W. 62864 passed thru Dousman, Wis., Sept. 22, leaking barley at side door; could not stop leak, as train did not stop long enough.—Martin & Hill.

## September Wheat Squeeze at Chicago.

Chronic bears in the Chicago wheat pit on the last day of September received a thoro drubbing from an unexpected quarter, when Theodore H. Waterman, the miller-speculator of Albany, N. Y., simply insisted upon the delivery of the wheat he had bot.

The bear speculators had hoped that Mr. Waterman and other unknown holders of September contracts would sell out late that month at a price fixed by the bears. Mr. Waterman, however, had paid as high as \$1.11 per bu. for some of his wheat and naturally was reluctant to accept the \$1.00 or 95 cents per bu. that the bears had figured as his due.

At one o'clock Sept. 30 the bears became panic stricken and in one minute had bid the price of the September future up from \$1.10 to \$1.20 per bu., where Finley Barrell & Co. let the scared shorts have 500,000 bus.

Mr. Waterman's brokers that afternoon took in and paid for 615,000 bus. of cash wheat. For the No. 2 red wheat delivered the market is considerably above the price paid; and it is believed profits on much of the September wheat resold to the anxious shorts is 10 cents per bu.

Customers of some brokers had given instructions to default rather than buy in; but it is said that these defaults were only for 25,000 bus. and were settled up next day.

Only twice before in the history of the Board of Trade have successful corners been run in September wheat, one of them being the famous deal by B. P. Hutchinson in 1888 in which the price was put at \$2 per bu. on the closing day.

# Letters

## From Dealers

[Here is the grain dealers forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### CHARGES EVASION OF WEIGHING LAW.

*Grain Dealers Journal:* Is it not a bit strange that Kansas City advertises they have quit deducting 100 lbs. per carload and then keep on taking it? It appears that formerly the 100 lbs. allowance was given in the weight certificate; now they give full weight and the buyer deducts the 100 lbs. It is hard to tell where the shipper is any better off.—Beal-Vincent Grain Co., Omaha, Neb.

### VALUE OF LEAKING CAR REPORTS.

*Grain Dealers Journal:* I am pleased that my report to the Journal recently about cars leaking has borne such good fruit, as shown by the following letter:

Kansas City, Mo., Sept. 30.  
Mr. W. C. Brown, Palmer, Kan.  
Dear Sir: We noticed in the Grain Dealers Journal this morning that you reported car 25312 Mo. Pac. and 18995 I. M. both leaking when they passed your station.

These cars were both ours consigned from Woodston, Kan., and both showed shortages. We have no claims filed for the shippers on them yet; they may have filed their own claims. We have written to H. B. Nye who had car 25312 and F. F. Jones who had car 18995 that if they had claims and would write to you that in all probability you would furnish affidavits as to the condition of the cars when they passed your station.

If you will do this in case they write you or in case we write you it will probably help us get the shortage back from the Mo. Pac.

Yours truly,  
Roehen-Cary Grain Co.

The letter is self explanatory and shows how the leaky car report works.—W. C. Brown, Palmer, Kan.

### STAND BY THEIR CONTRACTS.

*Grain Dealers Journal:* The dealers of Texas have had so much trouble with consignees in the Southeast when markets declined after contracts were made that it affords us great pleasure to testify to the fairness and honor of several wholesale grocers in Montgomery, Ala.

We refer to the J. Loeb Grocery Co., The Winter Loeb Grocery Co., and the Messrs. Schloss & Kahn. We sold these firms several cars of oats at about the highest prices of the season, and notwithstanding a decline of about 12 cents per bushel (which, however, was not all profit to us by any means) they received and paid for their oats promptly according to terms of sale.

Messrs. Schloss & Kahn wrote us with reference to the transaction that they would have taken the oats sold them if they had declined to 10 cents per bushel.

It is quite a pleasure to do business with such firms and we will thank you to publish this letter so that other dealers will know with whom it will be safe to do business in Montgomery, Ala. There are others there, no doubt, just as honorable and fair in their dealings, but we know these firms will receive shipments

according to contracts.—Yours very truly,  
The Howe Grain & Merc. Co., by J. A. Hughes, Howe, Tex.

### FAVORS STORING GRAIN.

*Grain Dealers Journal:* I was very much interested in the different opinions in regard to storing grain in our elevators. Some do not like it and some do. For my part, I like it and for this one reason: If I have some stored grain and some one sells his grain and wants 10 or 15 days to deliver in, I can give him the time and sell his grain and go right to loading and get it out on time. That is why I like storing.—W. B. Essick, mgr. Manley Co-op. Grn. Ass'n, Manley, Neb.

### RULE OF CHICAGO BOARD AGAINST USE OF CHICAGO WAREHOUSE RECEIPTS ON OUTSIDE EXCHANGES.

*Grain Dealers Journal:* The little paragraph on page 402, last number of the Journal, criticizing the Milwaukee Chamber of Commerce for not sending delegates to the recent convention of representatives of the different grain exchanges, held at the invitation of the Chicago Board of Trade, induces me to explain this action by relating a tale of a prominent saloonkeeper of this city, a character in his way.

It was his invariable custom on the departure of his best liked customers to exclaim with genial warmth and emphasis, "Call again, gentlemen, call again." One day some parties entered his saloon who were decidedly *persona non grata* to him, and whom he forcibly ejected, exclaiming with a parting kick and his usual suavity, "Call again, gentlemen, call again."

So with the Chicago Board. It has passed a rule providing for the expulsion of any of its members who may place an order on the Milwaukee Chamber, and then writes us collectively and individually to attend its convention of delegates to a movement for "a closer affiliation of such boards for the purpose of mutual benefit."

This rule appears to have been incited by the fact that the Milwaukee Chamber has made Chicago warehouse receipts deliverable in its market. Is this an inequitable or illegal proposition? If such delivery is made on a sale in Milwaukee the property must be bought and paid for in Chicago, incidentally paying a commission to some member of that board.

Does the Chicago Board still retain the right of control in this property? or is not that entirely vested in its owner, to deliver on a sale at Milwaukee or dump in Lake Michigan, or make any disposition of his own property that he may choose? Either these speculative transactions on which occasional deliveries are made are entirely illegitimate and illegal, or this rule of the Chicago Board of Trade is a direct violation of the Interstate Commerce Act.

It is such ill advised legislation as this that has destroyed for the Chicago Board one of the best business connections it ever had, a feeder that paid that board \$1,500,000 in commissions in two years in the way of spreads between the two markets, as well as in direct trades. So, Milwaukee is criticized for not sending a delegation to Chicago for a still "closer affiliation of such boards." "Call again, gentlemen, call again."—George W. Shepard, Milwaukee, Wis.

### PROTECTS WATER SUPPLY FROM FREEZING.

*Grain Dealers Journal:* I note in your columns the various suggestions in regard to water supply for gas and gasoline engines and methods to prevent freezing by using calcium chloride. I will give my plan which may be of interest to some of your readers.

I excavated a reservoir, beside my engine bed, 4 ft. by 6 and 4 ft. deep. Walled it with brick and cemented it as you would a cistern. (Larger reservoir would be better if you have room.) Covered it over with heavy stuff. Then I hung a little countershaft overhead, driven by a 2-inch belt from engine shaft to a 12-inch pulley on countershaft. Put a crank on end of countershaft giving about 6-inch stroke, to which I attached pump rod. Put a little brass cylinder pump down in cistern and arranged pipes so water was raised high enough to flow thru engine by gravity. Piped the overflow from engine back to cistern.

When engine runs the water flows and by putting a tee in the intake pipe with a valve in it, all you have to do when engine stops is to turn the valve open and all the water from engine drains back into cistern.—J. L. Simmons, Eaton, Ind.

### AN EXPLANATION FROM MILWAUKEE.

*Grain Dealers Journal:* In your issue of Sept. 25th, in the Milwaukee letter, under the heading "Wisconsin," is one item, which in view of the Board of Directors of this Ass'n is not only misleading, but is quite unfair in its statements, the implication being that this Chamber of Commerce is not in sympathy with any movement for the co-operation of commercial exchanges for the purpose of encouraging harmony of action between them.

I refer to the item commenting upon the "absence of any delegates" from the Milwaukee Chamber of Commerce at the conference of various Exchanges recently held in Chicago. The Chicago Board of Trade extended a general invitation to the membership of this Exchange, as it did to that of all other Exchanges, and your Journal of the date containing the article in question, published the names of three Milwaukee men, members of this Ass'n who attended the meeting.

Included in the rules of the Chicago Board of Trade is a clause which prohibits a member of that organization from trading in futures upon the Milwaukee Exchange. Because of this rule, some of our members who are also members of the Chicago Board of Trade are deprived of the privilege of trading for future delivery in their own market. This is clearly in restraint of trade.

While this rule is in force, the members of this Exchange feeling that an injustice has been done them, do not wish to partake of the hospitality of that Exchange.

This Chamber of Commerce has in the past always stood for the best principles in the grain trade and there can be no Exchange more willing than the Chamber of Commerce of the City of Milwaukee to join with all others in any movement which will conserve the best interests of the grain trade as a whole.

It will be appreciated if you will publish this letter. Yours very truly, Wallace M. Bell, President Chamber of Commerce, Milwaukee, Wis.



## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### ADDRESS WANTED OF MANUFACTURER OF HOMINY HEARTS.

*Grain Dealers Journal:* Where can I buy hominy hearts made of corn, also bran and shorts by the carload?—Martin Wendt, Dieterich, Ill.

*Ans.:* Hominy hearts, better known as corn germ, are made by millers of grits and may be obtained as a by-product from large breweries as well as from the manufacturers of cereals and corn goods.

### INTERPRETATION OF MINNESOTA GRADE RULES?

*Grain Dealers Journal:* There is a question I think would be well to discuss thru your columns and that is, Why does not the Minnesota State Grain Inspection Dept grade the grain according to the rules governing? For instance, by what rule do the inspectors grade 53 lb. and 54 lb. wheat No. 2 Northern; in fact, why do not they grade according to the rules governing? In the country we buy according to the Minnesota grades and if they do not grade by the same rules at the terminals it can readily be seen what confusion is caused in the country. Of course it may be said that the country dealer is the gainer by it but I think the question is, Is it fair to the farmer? M. H. W.

### DO REPAIRS ON LEAKY CARS INJURE SHIPPERS?

*Grain Dealers Journal:* I note your idea of watching for leaky cars and the suggestion that we fix them up if we can. For my part I could not believe in doing anything of that kind, and my reasons for not doing so are these: The car, when I would see it, might have been leaking for a long time and might have leaked out 10, 15, 25 or more bus. when discovered by me. Then suppose I repair it and stop the leak. Car reaches destination and is inspected in good order, and when unloaded is found 25 bus. short. Shipper puts in claim for shortage and the railroad company turns down the claim with the plea that there was no leaking or damage report. For these reasons I think best not to touch a leaky car. Would like to read the opinions of others on the question.—W. B. Essick, mgr. Manley Co-op. Grn. Ass'n, Manley, Neb.

### HOW TO GET STATE WEIGHTS AT OMAHA.

*Grain Dealers Journal:* What is the reason a grain buyer can not get the weight of his cars shipped to Omaha? Last spring I wrote to the state weighmaster and asked for the weights of several cars shipped to Omaha, but he wrote back and said he did not know.

How is a buyer going to get the state weights of his cars when the company he buys for refuses to give them to him?

It is just as important for the buyer to get the correct weights as the company. Is there not some way the buyer can get state weights on grain shipped to Omaha?

On all cars shipped to Minneapolis we can get the weights by sending in car number, date of shipment and an enclosed stamped envelope.

I think all buyers should insist on getting state weights of all grain shipped, and also grades.—Nebraska Buyer.

### CAUSE AND VALUE OF YELLOW BELLY WHEAT?

*Grain Dealers Journal:* I would be pleased to know what causes yellow berries in the hard wheat and what is its relative value for milling purposes. Some dealers take it without a murmur, but the millers, my, how they kick! I cannot believe the yellow berries grown from the same seed as the hard wheat is greatly inferior to the seed or the hard grain.—Nebraska.

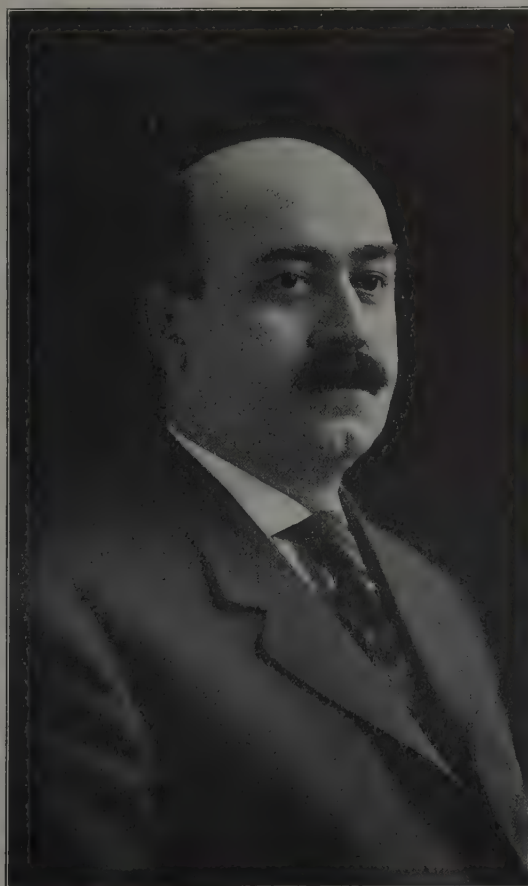
The wheat area of Argentina, according to the official preliminary estimate issued a few days ago, has proved a surprise to the trade. The figures showed only 700,000 acres less than the area seeded last year and 43,000 acres more than were seeded for the 1907-8 crop, which was by far the largest ever grown in Argentina. The acreage for the last three seasons was as follows: 1907-8, 14,233,200; 1908-9, 14,982,200; 1909-10, 14,276,000.

### G. F. Ewe Elected President of Minneapolis Chamber.

The annual election of officers of the Minneapolis Chamber of Commerce held Oct. 7 resulted in the unopposed selection of G. F. Ewe to the presidency.

The election of Mr. Ewe brings into greater general prominence a Minneapolis man of large business grasp who has lived in that city 20 years and for 10 years has handled a volume of business amounting annually into the millions. He has been engaged in the grain business for nearly 30 years and, in fact, has never been in any other business. For 7 years he has been a director of the Minneapolis Chamber of Commerce and for a score of years has been identified with the Van Dusen-Harrington Co. of which company he is vice-pres. He is also vice-pres. or executive officer of several other subsidiary concerns. The engraving herewith is a good portrait of the new president of the Chamber. Mr. Ewe was chairman of the building committee that planned the 12-story annex just completed. He is 46 years old and his birthplace is La Crosse.

When food goes up faster than wages the obvious remedy, in a country which isn't producing half as much grain or half as many vegetables as it might, is to turn more labor into the tilling of the soil. But that is easier said than done.



G. F. Ewe, Minneapolis, Minn.  
New Pres. Chamber of Commerce.

# New Grain Tariffs

Among the new freight tariffs covering grain, seeds, hay and straw, filed with the Interstate Commerce Commission to become effective upon date specified in each abstract, as reported by *The Traffic Bulletin* of Chicago, and protected by copyright, are the following:

## GRAIN AND GRAIN PRODUCTS.

**C C C & St. L.**, ICC No 5004, grain and grain products, from Indianapolis, Ind., to points in C F A territory; effective Nov. 8.

**Hocking V.**, Sup 10 to ICC No 1167, grain, grain products, from stations on Hocking V to eastern cities; effective Oct. 30.

**T & O C.**, ICC No 1688, grain and grain products, from Columbus, O., to points in Illinois, Indiana, Michigan, Ohio and West Virginia; effective Oct. 26.

**C R I & P.**, Sup 37 to ICC No C7119, grain, grain products, from Memphis, Tenn., to stations in Arkansas and Louisiana; effective Nov. 8.

**C P & St. L.** of Ill, ICC No 720, grain and grain products, from stations in Illinois to Chicago, Ill.; effective, state, Oct. 1; interstate, Nov. 1.

**S E M V Assn.**, ICC No 31, grain and grain products, from southern points to northern, eastern, Virginia and New England points; effective Nov. 1.

**N Y C & H R.**, ICC No B10900, grain, grain products, from stations on Ontario division N Y C & H R to stations on L V and connections; effective Oct. 28.

**C C C & St. L.**, Sup 1 to ICC No 4930, grain and grain products, from stations on C C C & St. L. to eastern and interior eastern points; effective Oct. 23.

**C C C & St. L.**, ICC No 5001, grain, grain products, from Colfax, La Fayette, Crawfordville, Lebanon, Terre Haute, Ind., to points in Michigan; effective Nov. 4.

**C & E I.**, ICC No 2477, hay, from stations on Chi & Wabash Valley to stations in Illinois, Indiana, Kentucky and Ohio; effective, state, Oct. 1; interstate, Oct. 25.

**C Gt W.**, Sup 2 to ICC No 4615, grain and grain products, hay and seeds, from Missouri River points to stations on C Gt W and connections; effective Nov. 3.

**C B & Q.**, Sup 4 to ICC No 8799, grain, grain products, from Omaha, South Omaha, Nebraska City, Neb., and Council Bluffs, Ia., to Texarkana, Ark., 23½¢; effective Nov. 1.

**S W Trf Com.**, ICC No 647, grain, grain products, 23¢; wheat, 14½¢; hay and straw, 17¢; flaxseed, 16½¢, from New Orleans, La., and rate points to Texarkana, Ark.-Tex.; effective Nov. 1.

**C C C & St. L.**, Sup 2 to ICC No 4930, grain and grain products, from all stations on C C C & St. L. Cin Nor and Ill Term to eastern and interior eastern points; effective Oct. 30.

**C M & St. P.**, Sup 24 to ICC No A9818, wheat, flour, corn, rye, oats and barley, between Chicago, Ill., and points in Illinois; effective, state, Sept. 23; interstate, Oct. 28.

**N Y C & H R.**, ICC No B10799, grain, grain products, from points in Pennsylvania to Jersey City, N. J., and Brooklyn, New York and suburban stations; effective Oct. 25.

**C & N W.**, Sup 11 to ICC No 6907, grain and flaxseed, between Chicago, Peoria, St. Paul, Duluth and stations in Iowa, Minnesota, North Dakota and South Dakota; effective Oct. 23.

**W T L Com.**, Amend 35 to ICC No 666, grain, grain products, from points in Illinois, Iowa and east Mississippi River crossings to middle and western states territory; effective Nov. 1.

**C & A.**, Sup 1 to ICC No 161, corn, 8¢; wheat, 9¢, from Glasgow, Mo., to St. Louis, Mo., East St. Louis, Ill., and points in Group 3, when from beyond; effective Oct. 22.

**C B & Q.**, Sup 3 to ICC No 9424, grain, grain screenings, flaxseed, flaxseed refuse and bran and shives, from Duluth, Minneapolis, Minneapolis, St. Paul, Winona, La Crosse and Superior to Ohio River crossings and C F A territory; effective Oct. 30.

**M K & T.**, ICC No A3295, grain, grain products and seeds, between St. Paul, Minneapolis and Minnesota Transfer, Minn., and stations in Kansas, Missouri and Oklahoma; effective Nov. 5.

**C M & St. P.**, ICC No B1893, grain, mill-stuff, between Chicago, Division Street, Galewood, Cragin, Herron, Ill., and points in Illinois; effective, state, Sept. 21; interstate, Oct. 26.

**C & A.**, Sup 7 to ICC No 1881, grain and grain products, from points in Missouri to stations on K C Sou and connections in Arkansas, Louisiana, Mississippi and Texas; effective Nov. 1.

**St L & S F.**, Sup 50 to ICC No 5590, grain and grain products, between stations on St L & S F and connections and northern, western and southeastern points; effective Nov. 3.

**Pere M.**, Sup 3 to ICC No 1977, grain, grain products, from stations on Pere M and connections to stations in Ohio, Kentucky and West Virginia; adding to list of stations in Ohio; effective Nov. 1.

**Ann Arbor.**, Sup 15 to ICC No 1010, R R No GFD1029, grain, grain products, C L, from stations on Ann Arbor and connections to eastern and Virginia cities, New England and Canadian points; effective Nov. 1.

**Pere M.**, Sup 7 to ICC No 1948, grain and grain products, from Chicago, Riverdale, Ill., East Chicago, Ind., Milwaukee, Manitowoc and Kewaunee, Wis., to points in C F A territory; effective Oct. 24.

**C St P M & O.**, Sup 15 to ICC No 3416, flaxseed, grain and grain products, between St. Paul, Duluth, Minn., Sioux City, Ia., Omaha, Chicago, Ill., and stations on C St P M & O; effective Oct. 28.

**Sou Frt Assn.**, Sup 81 to ICC No 300, grain and grain products, to New Orleans, Mobile and common points, from Kansas City and Omaha, 57¢; Sioux City, Ia., 62¢; Sioux Falls, S. D., 63½¢; effective Nov. 1.

**Ill Cent.**, Sup 6 to ICC No A7266, grain and grain products, from stations in Illinois to Cairo, Ill. (proper), and to Cairo, Ill., and Evansville, Ind., when for southwestern and Carolina territories; effective Nov. 1.

**Minn & St L.**, Sup 33 to ICC No 1441, wheat and coarse grain, from stations on Minn & St L in Minnesota and South Dakota to Chicago, Chicago Junction, Milwaukee, Peoria and rate points; effective Nov. 4.

**Ill Cent.**, Sup 6 to ICC No A6902, Sup 1 to ICC No A7699, grain, from stations on Ill Cent in Illinois and Indiana, also Dubuque, Ia., and St. Louis, Mo., to Philadelphia, Pa., and Utica, N. Y.; effective Oct. 25.

**C B & Q.**, Sup 5 to ICC No 9431, broom-corn, flaxseed, grain and grain products between points in Nebraska, Iowa, Kansas and Missouri, also all stations on C B & Q west of Missouri River and stations on C B & Q; effective Oct. 25.

**C M & St. P.**, Sup 4 to ICC No B1472, seeds and grain, from St. Paul, Minneapolis, Minnesota Transfer, Duluth, Winona, Minn., Superior and La Crosse, Wis., to points in C F A territory; effective Oct. 23.

**S W Trf Com.**, Sup 63 to ICC No 464, grain, grain products, seeds and hay, from Texas points to points in Missouri, Louisiana, Chicago, Vicksburg, Denver, St. Louis and northern points; effective Nov. 16.

**Grand Trunk.**, Sup 3 to ICC No A12W6, grain and grain products and commodities taking same rates, from Chicago, Ill., and Milwaukee, Wis. (across lake), to also points in Illinois to points in C F A territory; effective Nov. 1.

**Minn & St L.**, Sup 7 to ICC No 1927, wheat, to be milled in transit at stations on Minn & St L from points in Missouri, Kansas, Nebraska and Iowa (on shipments originating beyond) to Chicago and Peoria, Ill., and rate points; effective Oct. 30.

**C B & Q.**, ICC No 9767, grain, grain products and seeds, between East Burlington, Quincy, Ill., Keokuk, Ia., and Hannibal, Mo., and stations in Iowa and Missouri, on traffic originating at or destined to points east of Indiana-Illinois state line; effective Nov. 1.

## EXPORT.

**Mo Pac.**, ICC No A1194, wheat and corn, from St. Louis, Mo., to Galveston, Tex. (for export); wheat, 18½¢; corn, 17½¢; effective Oct. 29.

**Can Pac.**, Sup 10 to ICC No E351, grain and grain products, imported from stations on Can Pac to Boston or Mystic Wharf, Mass. (for export); effective Nov. 5.

**Union Pac.**, Sup 2 to ICC No 2278, grain and grain products, from stations in Kansas and Nebraska on Union Pac to southern points (for export); effective Nov. 5.

**Grand Trunk.**, Sup 6 to ICC No 682, grain and grain products from stations in Canada to eastern Massachusetts, Maine and Canadian points (for export); effective Nov. 5.

**St L & S F.**, Sup 51 to ICC No 5590, grain and grain products, from stations on St L & S F and connections to New Orleans, La., and Galveston, Tex. (for export); effective Nov. 10.

**Mo Pac.**, ICC No A1198, grain, grain products, seed, seed products and broom-corn from points in Colorado, Kansas, Missouri, Nebraska and Oklahoma to gulf ports, for export; effective Nov. 2.

## ELEVATION AND TRANSIT.

**Pa Co.**, ICC No F181, rules governing handling of grain through transfer elevator at Mansfield, O.; effective Nov. 1.

**Vandalia.**, Sup 1 to ICC No 2390, rules governing allowance for transfer of grain, car service, storage, weighing, stop-off, diversion.

**Wichita Falls & N W.**, ICC No 42, corn, rules and regulations governing shelling in transit at points in Texas and Oklahoma; effective Oct. 28.

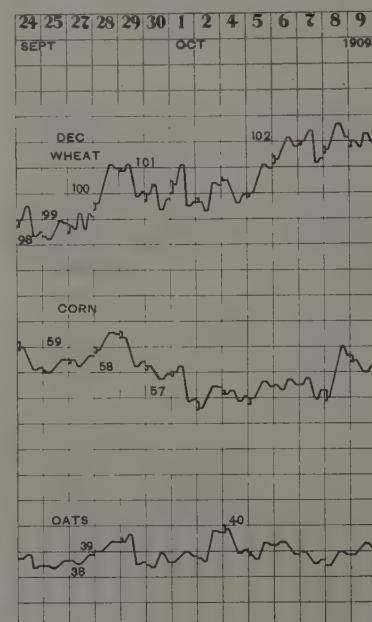
**C R I & P.**, Sup 4 to ICC No C8522, rules and regulations governing elevator allowance at St. Louis, Mo., and East St. Louis, Ill.; effective Nov. 10.

**N C & St L.**, ICC No 1784A, rules governing shucking and shelling corn in transit at points on N C & St L (except Union City, Tenn., and Hickman, Ky.); effective Nov. 1.

**A T & S F.**, Sup 25 to ICC No 3488, grain, grain products, from Kansas City, St. Joseph, Mo., Atchison, Leavenworth, Kan., to western points, cancel elevator service; no allowance will be made on grain delivered to boats; effective Dec. 1.

## Chicago Prices

The opening, high, low and closing quotations on wheat, corn and oats for the December delivery at Chicago for two weeks prior to Oct. 11 are given on the chart herewith:





## Grain Carriers

The Ohio Valley Improvement Ass'n will convene Oct. 14 at Cincinnati to promote Ohio River navigation.

The Interstate Commerce Commission held a hearing at Portland, Ore., Sept. 17, in the Astoria grain rate case.

The Interstate Commerce Commission is without authority to enter an order requiring a shipper to make good an undercharge.

The first cargo of grain ever shipped on Hennepin canal left Sterling, Ill., for Pekin, Ill., Oct. 1. It consisted of 15,000 bus. corn and 5,000 bus. oats.

Cars handled during September by the New York Central numbered 265,000 more than during the same period in 1908, the actual figures constituting a new high record.

Wm. R. Morrison, who served 11 years on the Interstate Commerce Commission, having been appointed by Pres. Cleveland and reappointed by Pres. Harrison, died Sept. 29 at his home at Waterloo, Ill.

Erie Canal probably will be closed by Nov. 15 owing to the desire of contractors to get at work at an early date. In order to oblige shipping interests the time last year was extended.

The steamer Montague, from Duluth to Oswego, N. Y., with a cargo of 47,000 bus. spring wheat, recently met with double disaster. In Mud lake a sunken crib was struck and the boat went down in 16 feet of water. Next day the vessel was raised and taken to Detour, Mich., where it caught fire and burned to the water's edge. Cargo was covered by insurance.

Elevation allowance is the issue in the Union Pacific-Peavey case which comes up for hearing Oct. 11 at St. Paul. On different occasions the Interstate Commerce Commission decided that the allowance at the Missouri river was illegal. A similar ruling was given in the so-called Nashville case. At various times subsequently the commissioners have intimated that the practice is as illegal at lake ports as elsewhere. Enforcement of the Peavey order was enjoined by the federal court.

Jurisdiction of the courts and the Interstate Commerce Commission will be decided in the case of the Macon Grocery Co., of Macon, Ga., by the Supreme Court of the United States after a final hearing on Oct. 12. When the Atlantic Coast Line gave notice of an advance of 2 cents in the rate on grain and flour plaintiffs obtained from the lower court an injunction which was dissolved by the court of appeals on the ground that the Interstate Commerce Commission has jurisdiction.

The work of the subcommittee on uniform demurrage practically was completed in Chicago a few days ago under the leadership of F. K. Lane, of the Interstate Commerce Commission. Later a report was made by the subcommittee to the general committee recommending a set of rules which the various states and the national Congress will be asked to embody in laws. When this shall have been done the rules governing the detention and use of freight equipment by shippers will be uniform thruout the United States.

Reciprocal demurrage was upheld by the Supreme Court of Georgia in a decision given Sept. 25, sustaining the state railroad commission in its order that the railroads pay shippers demurrage after demand for cars at the same rate exacted by them for delay in loading. Claims of shippers under this order are said to aggregate \$20,000. The railroad companies are expected to appeal to the federal courts.

Engagements of new crop wheat by way of Montreal are now being made on such a scale that representatives of the New York grain trade have taken up the matter with the Trunk Line Ass'n. The latter, however, after some consideration, has finally decided that no change in rates will be made. This by the trade is considered a direct declaration that New York's roads have decided not to fight for business, and, in fact, to abandon the wheat export business to Canadian routes. According to a recent statement by Maj. G. W. Stephens, pres. of the Montreal Harbor Commission, 60 per cent of the total amount of grain exported from all the north Atlantic ports is handled at that port.

How much more costly is the handling of flour compared with grain from Duluth to Buffalo was a point upon which H. S. Noble, ass't mgr. of the Mutual Terminal & Mutual Transit Co., Boston, testified in a recent case. From warehouse to boat, at Duluth, he said, cost of flour handling was 19c a ton; from boat to dock at Buffalo, 17½c a ton. Cost of handling flour from car to dock at Duluth was, he understood, 8c per ton, which was borne by the railroads bringing it into Duluth. Cost from dock to car at Buffalo was about 20c a ton. These items aggregate 64½c per ton. The expenses of weighing, trimming, shoveling and scooping wheat at Duluth and Buffalo aggregated about 14c a ton. Loss and damage claims on flour were put at between 5 and 6c per ton; on wheat less than 1c.

Freight car shortage is at hand, being indicated in the bulletin issued Oct. 8 by the car efficiency committee of the American Railway Ass'n. The information disclosed is that the surplus of freight cars of the entire country has practically been wiped out. Where a little more than a year ago there were nearly 400,000 idle cars on sidetracks, there is now a small shortage being experienced in several lines of traffic. The prediction is freely made that before the winter months set in the country will be facing the severest car shortage in the history of railroads in this country. The present surplus is lower than at any time since the beginning of the depression of 1907. If the approaching winter chances to be bad for operation, it will heighten the coming shortage.

The Pennsylvania state railroad commission, in dismissing the complaint of the Garrett Lumber Co. against the Pennsylvania Railroad, in which it was alleged that the defendant had quoted the complainant a certain rate and afterward charged a higher one on complainant's shipments, ruled that before a shipper may base a claim for reparation on the difference between the rates quoted him by an agent of a carrier and those actually assessed, he must have his quotation confirmed. The policy of the commission has been to hold the parties to the contract made, pursuant to quotation. This practice, however, does not prevail where any facts or circumstances exist to

put one party upon inquiry as to the correctness of the quotation of the other. Where any occasion for doubt exists as to the correctness of a quotation received, the ruling states, the proposed shipper should have the quotation given confirmed.

## Kernels of Golden Grain.

Bert Ball, mgr. of the publicity bureau of the Merchants Exchange, St. Louis, Mo., is the originator and organizer of a grain dealers fraternal order to be known as the Kernels of Golden Grain, Temple of Ceres. He intends that this shall be to the grain trade what the Hoo Hoos is to the lumber trade and the Ko Koals is to the coal trade. Practically the whole St. Louis delegation to the recent assembly of grain exchanges in Chicago pledged support to the new organization. Representatives of industries closely affiliated with the grain trade will be eligible to membership.

Regarding the plans already formulated for the new fraternal order Mr. Ball says "The ceremonial orgies will largely be based on Greek mythology. We expect to get into full working order among ourselves before we pass it along to the brotherhood, but we hope to be in such shape that the next time the grain exchanges meet we can devote at least one evening to Skirrophorian and Eleusinian Mysteries which include the Purification of the Pig, the Handling of the Tokens, the Clashing of Taurus and Urrus, the Dedication of the Megaron and the Festival of the Famished with incidental libations of the Kykeon and Brytos.

"There will be three regular degrees: Preparing the Soil, Sowing the Seed and Reaping the Harvest. There also will be some special degrees for various parties to there will be something doing indefinitely."

"While the procedure of the new organization largely will be expressed in burlesque it will be founded on business principles and is expected to unify action thruout the whole fraternity after chapters have been organized in each of the cities supporting a grain exchange. We have about 100 charter members already signed up and we are about ready to choose committees on ritual and membership."



Bert Ball, St. Louis, Mo.  
Mgr. Publicity Bureau Merchants Exchange.

# 13th Annual Meeting Grain Dealers National Association

The thirteenth annual meeting of the Grain Dealers Nat'l Ass'n was called to order in the main Dining Room of the Claypool Hotel, Indianapolis, Oct. 6, at 10:15, by Pres. A. E. Reynolds, who asked the members to stand while the invocation was delivered by the Rev. Dr. Stansfield.

In delivering his address of welcome Mayor Bookwalter read the dealers a lecture on grain gamblers and warned them to remedy the troubles within their ranks or the Government would do so.

Aquilla Q. Jones, Pres. of the Board of Trade, welcomed the visitors and likened the bucketshops to the wolves of the wilds. He commended the Ass'n for its efforts to direct its members thru its trade rules and to settle trade differences out of court.

Wm. B. Foresman, Pres. of the Indiana Grain Dealers Ass'n, in behalf of the state ass'n extended a hearty and cordial welcome to the visitors.

Charles Convention Miles mounted the platform and thanked the speakers for the welcome tendered. He spoke briefly of the early struggles of the National Ass'n and praised the Hoosier state for the many great men it has given to the nation.

Vice-Pres. A. G. Tyng, in calling for the Annual Address of President Reynolds, credited him with contributing largely to the success of the Ass'n.

President Reynolds delivered the following address:

## President's Address.

Ladies and Gentlemen:

On the North American Continent between Latitude 23 and 48 degrees North, and Longitude 70 to 124 degrees West, lies a vast expanse of domain covering an area of about three million square miles. Within the borders of this territory the human race has reached the highest state of advancement yet attained. Here are found all the conditions that go to make up the sum total of human prosperity and happiness. In this domain Nature's God has been most lavish in storing up facilities for the widest exercise of human faculties.

Along the thousands of miles of Sea Coast the genial warmth of Ocean Currents has given every gradation of temperature from perpetual summer in the south, to alternating summer and winter in the north. Along the Northern border the vast chain of lakes join hands in welcoming the largest water traffic of Christendom. Sweeping rivers water the vast plains; majestic mountain ranges give the grandest scenery of the world; hidden in the crevices of the stony rocks is stored the richest deposits of gold, silver, iron, coal, oil and other minerals, yet discovered by man.

With all its territorial extent, its geniality of climate, its vast stretch of Ocean coast, its sweep of rivers, its limitless supply of mineral wealth; this country called the United States of America, would be totally unfitted for the habitation of man, did it not possess other and richer resources than these.

The basic element on which all our wealth, prosperity and happiness is founded, is the product of the soil. We are the home of the greatest steel industry of the world, yet England and Germany make their competition in this industry profoundly manifest. We produce more oil than all the rest of the world, yet Russian oil sets the price in many foreign countries. We lead in gold, silver, lead and coal, yet foreign competition is manifest in all these products.

When we come to the products of the soil we acknowledge no equal. In this, we hold a position supreme. At 9:30 every

morning there emanates from the Chicago Board of Trade a tattoo of pulsations, which carried over land, under ocean waves and through limitless space, girdle the earth around. These dashes and dots are proclaiming the price of tomorrow's breakfast, throughout civilization. The United States practically dictates the grain markets of the world.

Our rise to this position has been gradual, yet very rapid. Sixty years ago we were only slightly known in this line. Our export business was almost nothing; methods of tilling the soil were antiquated; transportation facilities meagre; exchanges unknown; market quotations unheard of.

When we survey the present state of the grain business we can scarcely comprehend how such wonderful strides could have been made in so short a time. It did not simply happen; it has been brot about by a system of evolution. Step by step, has the tendency been toward perfection.

The greatest factor in this evolution, in the past quarter of a century, has been the Grain Dealers National Ass'n. We are now assembled for the thirteenth annual convention. Thirteen years old! Quite an infant, if measured by the lapse of time; but when measured by its works, it is found quite a stalwart. At the time this association came into the field of human activities, it found the grain trade in a chaotic condition. Systems were antiquated; facilities wholly inadequate; trade rules unknown; weighing systems incomplete and void of the elements of honesty; contracts disregarded at will; arbitration unheard of. In short, the whole trade was one seething maelstrom of confusion and dissatisfaction. Into such a state of affairs thirteen years since came the Grain Dealers National Ass'n. It has striven earnestly and persistently to bring order out of chaos. It came with a missionary spirit of reform; as the educator to teach; as the demonstrator to show how; but above all, as the valiant warrior to battle against wrong wherever it existed within the trade, or affected the trade from without.

What this association has accomplished is too well known to need review at this time. I believe it will be profitable, however, to treat under various heads, a few of the burning questions which are before us at the present.

**Uniform Bill of Lading:** The new uniform Bill of Lading, which has been recommended by the Interstate Commerce Commission, is a very great improvement over the one at first offered by the railroads. It is, however, a long way from being satisfactory to the grain trade. Par-

ticularly do I call attention to the 10% excess rate clause.

The old Bill of Lading had many objectionable provisions which the railroads never attempted to enforce. The new one has many of these same objectionable features. If it is the intention to enforce this Bill of Lading to the letter, then it will not do at all. It is absolutely all one sided. The shipper has no chance at all. It is safe to assume that it is to be enforced to the letter. I recommend that the association take a strong and decisive stand against it in its present form.

**Uniform Grades:** The most vital question before the grain trade still, is the inspection of grain. It affects at once every grower, shipper and consumer. No other question is of so far reaching importance. Only two elements naturally enter into grain inspection; they are simple:

First. Quality, which can be determined by scientific principles.

Second. Condition, which must always remain largely a matter of human judgment.

Instead of having the grading of grain reduced to almost an exact science, based on these two propositions of quality and condition, we have a thousand and one technicalities and subterfuges injected into our multiplicity of inspections, most of which when analyzed, serve only to confuse. They certainly do not serve the purpose of more clearly describing the grain.

For example, take the grade of "Three White Oats." It means any one of a dozen different qualities. Before it conveys any real idea of what it means, it must have a prefix, such as Chicago, New York, Philadelphia, or some other market. When such a prefix is added, it means to make Three White Oats; it must meet the capricious requirements of the specific market. What has been said here regarding Three White Oats, will apply with equal force to all other grades of grain.

Our grain is graded and its value fixed by a wildcat system, beside which the old wildcat currency becomes a tame proposition. For more than three years the Uniform Grade proposition has been particularly a live subject. I have heard it discussed "pro and con" for the best informed grain men of the day, and yet, to my mind, I have never heard one single, valid reason given, why uniformity should not be adopted. The old, much prated excuse of climatic conditions, and all similar excuses, have become standing jokes and the laughing stock of the whole trade. "Why are we not able to reduce this proposition to a satisfactory uniformity, same as our weighing system? It is now "up to the trade" to unify the inspection rules and make them as perfect as the weighing system.

A VERY IMPORTANT STEP in this direction was taken at the St. Louis Convention, one year ago. Inspection rules adopted at that convention are, in my opinion, by far the most comprehensive, equitable rules yet applied to the inspection of grain. Many exchanges have adopted them and now have them in full operation. I have not heard of a single objection offered by the markets now using these rules, nor have I heard of a market using them which has not largely increased its business by so doing. Just why several of the large markets have failed to adopt these rules, is still an open question.

**WEIGHING GRAIN** is reduced to an exact science. The standard of weight is absolutely fixed. To me, it would be just as reasonable to have a sliding scale of weight standards, as to have a varying standard of inspection. Why not a 16 ounce pound in New York, and a 20 ounce pound in Chicago? What is the necessity of having a 60 pound bu. alike throughout the country? Why does it not vary to meet local requirements and "climatic conditions?" Only three elements now enter into the weighing proposition:

First. Condition of scales; wholly a mechanical proposition.

Second. Liability to errors; the correction of which is wholly a matter of education.

Third. Honesty of the weighmaster,



C. C. Miles, Peoria, Ill.  
Who Responded to Addresses of Welcome.



which is wholly a matter of moral qualifications.

All of these are conditions easily regulated and absolutely under the control of the weighing departments. Here let me say that I believe the weighing of grain throughout the country has reached a very high degree of perfection.

The inspection can be made as perfect and uniform as our weighing. It is, in common parlance, "up to the trade," and I firmly believe if it neglects its opportunity, that the government will soon take a hand.

**Federal Inspection:** The fight for and against Federal Inspection, has been so recently waged, that it is useless to review it. By some it is supposed that Federal Inspection is a dead issue. Not by any means; it is very much alive. By amendments now offered to the proposed inspection bill, it is apparent that the scope of the measure is to be materially widened. Two years ago the opponents to the measure said that it meant ultimately that an officer of the government would be placed at each country elevator. Those favoring the bills hooted at this suggestion and said it was unreasonable and preposterous. How true these surmises were, is now reflected in the amendment proposed. The proposed amendments if adopted, would lead to that very thing.

It has been claimed that Federal Inspection is a move toward benefiting the farmer. I believe that the farmer is safer to have his grain inspected by his friend and neighbor, the local grain dealer, who is at liberty to give him the best possible grade, according to his judgment, than to have it inspected by the cold, unconcerned minion of the law. The country grain dealer can gain and hold the farm-

ers' patronage only by fair and honorable treatment.

An agent of the government who holds his position by reason of political pull, cares little as to whether he pleases the farmer or gives him a square deal or not, just so he can continue to hold his position. This talk about benefiting the farmer by Federal Inspection is populism of the rankest variety.

The extreme solicitude for the welfare of the foreign buyer of our grain as manifested by the advocates of Federal Inspection, is extremely pathetic. This association stands now, and always has stood opposed to Federal Inspection, but it stands in favor of Uniformity of Grades. Personally, I shall never favor Federal Inspection only as the last and only means of securing uniformity. The proposition of establishing a Federal commission to supervise the inspection and to act as referees, is, to my mind, a much more feasible plan than Federal Inspection. But this would be unnecessary if the exchanges of the country would bestir themselves and adopt uniformity.

**Demurrage.** This association has been somewhat passive on the demurrage question. Personally, I favor uniform demurrage rules. These rules should be made so broad and liberal as to correct the abuses which Railroads have suffered; and which, in times of car famine, have worked untold hardship and injustice to the shipping public.

THE INTERSTATE Commerce Act attempts to give equal privileges to small and large shippers. This is eminently a fair proposition; but has it been? Or, can it be fairly enforced? In the case of the country elevator operator, this law often works a great injustice. He owns and

operates an elevator, accumulating grain by small lots until carloads are obtained; he furnishes a year around market for the farmer in his vicinity. During a large part of the year he operates at a net loss to himself; he has large investments in equipment; his business is a source of continuous revenue to the Railroad. When he has a car of grain to load it only requires a few hours to have it ready to go.

**DURING HARVEST TIME,** when grain moves rapidly, the up-start grain merchant without investment or place to do business, comes into the field, weighs a car or two, has forty-eight (48) hours to load same, gets an equal number of cars with the regular dealer and demoralizes the market while the boom is on. As soon as the cream of the business is gone, Arab like; "he folds his tent and disappears."

I believe it is fair and right that the industry permanently located on a Railroad with tracks of its own, should have an advantage over the nomad who is in and out of business as pleasure or caprice dictates. The Railroads actually incur large extra expense to accommodate the track grain shipper, or so called "scoop shoveler." They maintain team tracks, in many cases scales; give him office room in the station; the cars which he loads are held up from twenty-four (24) to thirty-six (36) hours longer than they would be if loaded at the elevator. Why discriminate against the elevator and in favor of the "scoop shovel" merchants.

Some railroads formerly owned large lines of elevators along their roads, which they leased to dealers at nominal prices. This largely has been abandoned. I believe that the practice of furnishing cars to track shippers at points where elevators are in operation, should be done away with also. It would be right, fair and reasonable.

**THE PRESENT DEMURRAGE** penalty of one dollar (\$1.00) per day for a car, is wholly inadequate to regulate this unfair practice. After a car is located ready to load, twelve (12) hours is ample time to load it. As long as present laws prevail giving the track loader equal rights with the elevator man, I would favor a twelve (12) hour limit, with \$5.00 per day penalty, for extra time. In my opinion, this would greatly facilitate the movement of cars. Reasonable and fair exceptions should be made for congested conditions.

In my judgment, the same demurrage rules should not apply to unloading, as to loading cars. The unloading is much more liable to be done under congested conditions than the loading. The loading is done at thousands of way-stations widely distributed, while unloading is done at a few large centers where accumulation of cars is likely to occur. If grain is unloaded at points where it goes into consumption, the process is, by reason of physical conditions, often a slow operation; therefore different rules should apply to loading and unloading of grain.

**Natural Shrinkage in Transit:** As between shipper and carrier, I consider this one of the most important subjects now under consideration. It involves the entire question of weights, how, where and by whom shall grain be weighed when loaded or unloaded; also the question of leakage in transit, claims for shortage, loss by wreck or any other cause.

The question of safe equipment is also involved. What are the shipper's rights to reject a car unfit, in his judgment, to carry grain safely? If the carrier continues to furnish him only cars that are unfit and unsafe, what recourse is open to him? What right has the common carrier to take scalage or dockage, as is now practiced at many terminal elevators? The rule recently put in force by the Western Traffic Ass'n provides that a shrinkage of from 1/4 to 1/8 of 1% shall be deducted from all claims for loss in transit. It further provides that grain must have been weighed by a recognized weighmaster, both at points of shipment and destination, in order to have a claim entertained. By natural inference we must conclude that claims for shortage will be ignored when grain has not been weighed by a recognized weighmaster. If this inference is true, and we are not prone to look to the Railroads for lenity in construction of a rule; then no claim would be entertained when grain is shipped from a country elevator, nor when grain from any point is unloaded at any station not having an official weighmaster. This at once excludes fully 90% of all shortage claims, as all grain originates at country points, and a large amount of it is consigned to other country points, where no public weighmaster is possible. Claims would only be considered when the grain had been weighed



A. G. Tyng, Peoria, Ill.  
Pres.-Elect G. D. N. A.

in and out by officials in terminal markets, or between elevators maintaining official weighmen. The unfairness of this proposition is glaringly apparent.

It is said that the Railroads will not attempt to carry out the spirit of this arrangement to the letter. They will do so unless the strong arm of this association is interposed. If this regulation is to be insisted upon, then I favor petitioning the Interstate Commerce Commission to compel the carriers either to recognize every loader of grain as an official weighmaster or to furnish a weighman themselves to weigh all car lots of grain both at origin and destination. The necessity of this is imperative. The country shipper must not be left a prey to the insatiate greed of the carriers.

WE DO NOT ADMIT that the schedule for shrinkage as adopted, is a fair one, but when it is fully determined between shipper and carrier what a fair percentage of shrinkage really is, then it must be incumbent on the carrier to determine how much grain is loaded into a car and to deliver at destination that amount, less the determined shrinkage. Failing to do so it must pay for the shortage.

I recommend the appointment of a committee to look after this matter. If unable to get the Railroads to adopt an acceptable per cent of natural shrinkage and also to do away with all dockage and scalage, this committee should be authorized to bring the matters before the Interstate Commerce Commission with proper recommendations.

**Legislation:** The general widespread craze for more and varied legislation, has become a serious menace to all business enterprises. The famous oration which begins: "we must educate, we must educate; if we do not we must perish by our own prosperity," might now aptly begin: "We must legislate, we must legislate; if we do not we cannot withhold the wave of prosperity which now threatens us." So far as the grain trade is concerned, it needs no legislation to control it. The resolution which two years ago went from this association and the grain trade in general, to the President to the National Congress and Secretary of Agriculture, asking for a careful investigation of the grain trade at the hands of the government, has been wholly ignored. If the evils of the trade are not of enough moment in the commercial world to be worthy of an investigation when the trade earnestly asks it, then we do seriously object to legislation adverse to our interests. Federal Inspection legislation is uncalled for, unnecessary and wholly inimical with state rights.

**PROHIBITING TRADING** in grain for future delivery, is absurd and dangerous. It would restrict the proper handling of our crops and would be an unwarranted infringement of the personal rights of citizenship. What we do need and what all business of the country needs, is a serious letting alone; the enforcement of existing laws; a cessation of commercial persecution. The withdrawal of threatened legislation, which stands as a dangerous menace to the wave of prosperity, which now surges about us. For these favors we

must earnestly pray and supplicate ourselves before the powers that be.

**Arbitration:** The arbitration feature continues to be one of the very strong features in the work of this association. During the two years of my incumbency in this office Messrs. Grimes, Wasmuth and Miles, have occupied the important position of Arbitration Committee. I want publicly to thank these gentlemen for the very efficient work they have done. It could not have been done better. Their decisions are a valuable legacy to the grain trade of the country. I recommend that these decisions be printed for distribution to our members. The arbitration idea is the best way of settling differences. It saves long drawn out expensive litigation; it is broad, reasonable and wholly desirable. I recommend it as one of the most important factors of the ass'n work.

**SOME HAVE OBJECTED** to joining the association because they would be forced to arbitrate differences with fellow dealers. This is usually on account of misunderstanding the arbitration rules. Arbitration works a hardship to nobody. If a trade is made under the rules of the exchange, the rules of this exchange obtain in arbitration. If no contract is made with the exchange, then the trade rules of the National Ass'n will apply. Make your contracts explicit and plain. By so doing most of the arbitrations will be eliminated, and when a case goes to arbitration it will be simplified and the work of the committee reduced to the minimum. Study the rules of this ass'n carefully; thoroughly master them; it is the duty of a good grain man to do so. Do not wait until trouble comes. In time of peace prepare for war. If you wait until a case comes up and then try to fit the rules to your side of the case, you may be disappointed. Become acquainted with the rules; you will save trouble. These arbitration rules are fixed. They are as inflexible as the laws of the Medes and Persians. They can only be changed by the body politic of this ass'n. If you think they are not right, go at them like good business men that you are, and change them. If any man knows of a change necessary, let him stand during this convention and make his objections known, or forever hereafter hold his peace. When you do understand the rules, you will not hesitate to arbitrate any difference. To refuse to submit a business difference to a disinterested committee of peers, is a sign of the weakness of the position you have taken.

**If I can properly impress on you the fact** that this is your association, that these are your rules, that the Secretary is your servant, that the officers and committees are rendering you gratis and important and unselfish service; then would I feel that I have indeed succeeded well. It being your ass'n you should make it what you think an ass'n ought to be. Support it liberally with your talents and your money; pay your annual dues conscientiously. It is no tax nor is it conscript. It requires cash to run this institution. It is your institution; you must support it. Its field of usefulness is circumscribed only by the amount of cash at hand.

**I would fall short of my duty, did I not** take advantage of the opportunity offered to express my thanks to the members of this association for their earnest co-operation during my term of office. I have never failed to receive help from whatever source I have asked it. The committees have been faithful in the performance of their duties. The trade journals have always been ready and faithful exponents of ass'n work. We could not have done the work that has been done, without the co-operation of these journals. I commend them all to your hearty support.

Our Secretary has been a most efficient, faithful worker. More depends on the Secretary than all else. While the officers and committees work periodically, the Secretary has arduous duties pressing him every moment of every day, throughout the year. Mr. Courcier is all that could possibly be asked as a secretary. My relations with him have given me clear insight into his makeup. He is a bundle of tireless energy. Without such a man as secretary, we could not carry on the work in hand. I extend to Mr. Courcier my hearty thanks for his assistance and courteous treatment.

Upon motion of Mr. Grier the convention arose in appreciation of his masterly address.

**L. A. Morey:** I move that a committee of three be appointed to consider the recommendations of the President in regard to the natural shrinkage of grain in shipment. Carried.

**E. M. Wayne:** I move that in harmony with the President's recommendation the decisions of the Arbitration Committee for the last two years be published in pamphlet form.

**Sec'y Courcier** said he had been attempting for two years to collect all the decisions of the Arbitration Com'te for publications.

**Mr. Seeds** suggested that the Sec'y work in conjunction with a Com'te.

**Mr. Wayne** amended his motion to include all decisions to be compiled by a Com'te of three in conjunction with the Sec'y. Carried.

**E. L. Rogers:** I move that the President's address be spread on the minutes and published in book form for mailing to each member. Carried.

The President appointed the following committees:

**AUDITING:** J. A. A. Geidel, Chairman, Pittsburg, Pa.; J. W. McCord, Columbus, Ohio; Tom Abrams, Tuscola, Ill.

**NOMINATIONS:** E. M. Wayne, Chairman, Delavan, Ill.; E. A. Wasmuth, Roanoke, Ind.; Edward Beatty, New York, N. Y.; A. B. Bleidt, Lexington, Ky.; A. R. Peirson, Kansas City, Mo.; Grant McMorran, St. Paris, Ohio; J. J. Stream, Chicago, Ill.

**RESOLUTIONS:** H. S. Grimes, Chairman, Portsmouth, Ohio; Charles England, Baltimore, Md.; J. C. F. Merrill, Chicago, Ill.; S. W. Strong, Pontiac, Ill.; P. E. Goodrich, Winchester, Ind.

After the announcement of entertainment the meeting adjourned for dinner.

### Wednesday Afternoon Session.

President Reynolds called the Wednesday Afternoon Session to order at 2:40 and announced as the Com'te to Compile the Decisions of the Arbitration Com'te H. S. Grimes, C. C. Miles, E. M. Wasmuth, Warren T. McCray and Adolph Gerstenberg.

**Com'te on Natural Shrinkage:** L. A. Morey, E. M. Wayne and G. L. Graham.

**Chairman J. W. McCord** of the Executive Com'te reported as follows:

#### Report of the Executive Committee.

The affairs of the Ass'n have not required Executive sessions of the Committee during the past year.

The several members of the Committee have had frequent opportunities to act informally with the President and Secretary, personally and by correspondence, on all of



Chas. Englund, Baltimore,  
Chairman B/L Comite.



J. W. McCord, Columbus, O.,  
Chairman Executive Comite.



the more important matters that have required consideration.

The Committee for themselves, and also for the Board of Directors, which they represent, feel under many obligations to the President and Secretary for the able manner in which they have handled the work without imposing any considerable burden on the Committee of the Board.

The report of the Secretary will embody all matters that have been referred to the Committee for action, and a repetition on our part would only transgress on the time of the Convention.

Respectfully submitted,

J. W. McCord,  
Arthur R. Sowers,  
T. A. Morrisson,  
Executive Committee.

Sec'y Courier read the following report:

## Report of Secretary - Treasurer.

I take pleasure in submitting my fourth annual report for your approval. It is always a question as to just how much should be embodied in a report of this kind. Long before one Convention is held, files are started for the next succeeding, and if application means anything, the fact that your Secretary has not taken a vacation for three years leads to the conclusion that all year around, something pertaining to the affairs of the Ass'n is in process either of institution, advancement, or completion. To enter into a detailed account of everything said and done would be at the very least to consume time that has been allotted to others, and yet if the detail work of the Secretary could be laid before the Convention, old friends of the ass'n would become better friends, and it would not then be left to a few to explain over and over again, what the ass'n does for its members.

Within the year now closing, I have attended five Conventions, visited 19 markets, and traveled something over nine thousand miles. I find that these visits are productive of good results. A great many members take no part in ass'n work, mainly for the reason that their business affairs each day so completely engage their attention as to preclude the possibility of their taking anything more than a passing notice of current events in their own trade. This prevents their giving any thought whatever to co-related subjects which come up at different times during the year, and renders extraordinary activity necessary when quick action becomes imperative and general and united effort absolutely necessary.

It has been my experience during the four years of my incumbency that a day or two spent among a group of members of the National Ass'n, results not only in improving the feeling among old members, but also in enrolling others, who, principally for the lack of knowledge as to the benefits to be derived from national co-operation, had never given the matter serious consideration.

**Arbitration.**—For a report of the cases that have actually been arbitrated, I respectfully commend to your attention the

report of the Chairman of your Committee on Arbitration.

Altogether 34 cases have been before me in one form or another since the last Convention; 5 of these went to the Committee; 13 are under way of preparation; 8 have been dismissed or withdrawn, and 2 were settled direct.

In view of the increased number of those who have invoked the arbitration rule for the adjustment of differences, as compared with last year, it is a pleasure to report a decrease in the resistance offered by members to the enforcement of routine requirements, but much remains to be corrected. Members who cannot work out plans of adjustment for their differences and who are, in consequence, called upon to submit those differences to friendly arbitration, should try to remember that general rules cannot be altered at will, and that to indulge such a practice would be to rob members of those certainties of procedure, which of themselves constitute one of the strongest features of Ass'n work.

In obedience to instructions received from the Board of Directors, held at the Southern Hotel, St. Louis, on the evening of Oct. 14, 1908, the S. R. Washer Grain Co. of Atchison, Kan., then under suspension for refusing to arbitrate a trade difference, was given thirty days in which to consent to arbitrate, under pain of expulsion. Their failure to conform to the requirements of the Board of Directors, their expulsion was made a matter of record, and their name was stricken from the roll.

I sincerely hope this is the last case of the kind that will ever have to be reported to a Convention of the Grain Dealers National Ass'n.

**Uniform Grades.**—Owing to the fact that your interests in the promulgation of Uniform Grades have been fostered and promoted by a large, representative and active Committee, I gladly yield to the able Chairman of that Committee, who will report to you in detail. It might be well, however, here to report, the printing and distribution from our office of five thousand copies of the Uniform Grade Rules. All the State Agricultural Colleges were supplied, and copies were sent the members of all State Grain Dealers Ass'ns, both affiliated and unaffiliated, through their respective Secretaries. After the Grades had been endorsed by the National Federation of Millers at its last Convention, we sent twelve hundred copies to Secretary Goetzmann, who in turn mailed them to his members.

**Legislation.**—The proposed legislation to provide for the federal inspection of grain has been the only source of any considerable legislative concern to the grain trade. Other legislative matters have assumed some proportions at times, but since they never got far enough to require specified action on the part of the National Ass'n, I do not deem it worth while to say anything about them in this report.

On the 15th of Jan'y. last, Senator McCumber's Bill, S. 382, was reported out of the Senate Committee on Agriculture and Forestry, and advanced to the calendar of the Senate. At

the close of the next business day, notices of the status of the McCumber bill, together with a copy of the resolution adopted at the Washington conference in March, 1908, and a list of the United States Senators with their Washington addresses, went to our direct members and to the Secretaries of the Affiliated State Ass'ns. A study of the Congressional Record will show that from within a day or two thereafter, petitions and memorials, embodying the resolutions of the National Ass'n, were filed by influential Senators, right along until the close of the session. Senator McCumber endeavored, upon one particular occasion, to force the consideration of his bill, but failed under the opposition of Senators, including Senators Aldrich, Foraker, Kean, Raynor and Bailey.

With the close of the 60th Congress, S. 382 lost its identity, but on March 22, only a few days after the opening of the special session, Senator McCumber introduced its successor, S. 121, which was referred to the Committee on Agriculture and Forestry. This bill is identical with S. 382, with the following exceptions:

**PROVISO** to Sec. 2: "That said Secretary may appoint a chief or deputy inspector at such important point of interstate grain trade as shall furnish sufficient inspection service to fully pay the expenses of maintaining an inspection at such point, when the said Secretary is assured that the Grain Trade interests at such point are desirous of securing federal inspection; but in no case shall such inspector inspect or grade such intrastate grain, except upon the request of the owner thereof, or his agent."

**PROVISO** to Sec. 9: "That such inspector, upon request of the owner or agent of any grain at the point or place where an inspector may be located, whether or not the grain has entered into interstate commerce, shall inspect the same and deliver his certificate therefor in the same manner as other inspections are made, and for the same charge; and whenever the owner of grain at such place shall request and furnish facilities therefor, said inspector shall also weight such grain and deliver to the owner or his agent, his certificate showing the gross and net weight of such grain, under such rules and regulations as may be prescribed by the Secretary of Agriculture."

Because of the positive ruling that no general legislation except that of the Tariff, would be considered during the special session, no action has been taken by the National Ass'n, against the new bill.

**Demurrage.**—At the last National Convention of the State Railroad and Warehouse Commissioners, a sub-committee was appointed to draft and recommend a Uniform Code of Demurrage Rules. The Subcommittee of which Hon. Franklin K. Lane, Interstate Commerce Commissioner was Chairman, held a public hearing in the rooms of the Interstate Commerce Commission, on the 4th and 5th of June last, at Washington, and your Secretary was signally honored by being chosen Chairman of the Shippers' Conference held at the Willard Hotel on the evening of the first day.



Some of the Ohio Delegates at the Indianapolis Meeting G. D. N. A.

We made this hearing the subject of a special report to you and I therefore deem it unnecessary to repeat it here, especially since the whole matter of the proposed rules is to be treated in an address by Hon. John H. Marble, Attorney to the Interstate Commerce Commission.

**Trade Rules**—The Trade Rules of the National Ass'n have not been modified since the last Convention, and are rapidly growing in general favor. Pursuant to a resolution adopted by the last Convention, upon the recommendation of the Committee on Trade Rules, we have distributed over four thousand copies during the past year, a great many members having ordered them in quantities varying from five copies to one thousand, for distribution among their customers.

We have received a greater number of requests for constructions than during any previous year, and almost, if not quite, one-half of them have been from non-members. This is splendid evidence of the widespread influence of the ass'n, beyond the confines of its membership. By the consistent and persistent prosecution of this campaign of education in the ethics of trade, the National Ass'n is laying the foundation for ultimate uniformity, without the attending evils of strife and litigation such as have beset the way of some other reforms with which it has at different times had to do.

**Bill of Lading**—We have not been called upon during the year to do any work in connection with the subject of a Uniform Bill of Lading, the waiting policy laid down by the last Convention having been observed.

A special Committee was appointed by the President to watch the progress of the Bill of Lading suggested by the Interstate Commerce Commission, and their observations and recommendations will be reported by the Chairman during the next Convention.

**Crop Reports**—The subject of better crop reports is becoming more and more important with each succeeding year, and while the work of the Ass'n in that connection is entirely in the hands of your Crop Report Committee, whose Chairman will report to you in detail, I should like to recommend that the number of members of the Committee be increased from five to eleven, so that every section of the country may be represented.

**Membership**—As will be shown by the report of the Chairman of your Committee on Membership, a marked improvement has been worked in the roster of the Ass'n during the year. The number of direct members enrolled at the increased dues rate, is almost double that of any previous year. Personal solicitation seems to be the only plan that will show an increase in membership at all in proportion with what you have reason to expect.

When I speak of personal solicitation, I would not have it understood that the results attained are attributable alone to the humble efforts of the Secretary. Quite the contrary is true. Of the many applications that have been handed me in person during the past four years, only a small number have been secured without the assistance of some member.

A HEALTHY SIGN is seen in the increasing disposition on the part of members to trade with members, and we never miss an opportunity to encourage that tendency. We believe that every grain dealer who is a member of the National Ass'n, either direct or affiliated, is better because of it. If that rule will hold good, members of any given calibre are more desirable as connections than they would be if they were free lances; therefore, the conclusion is, that every member is contributing to his own peace of mind and reducing his hazards when he sees to it that those with whom he deals, are on the roll of honor with him.

Since the last Convention, we have enrolled 103 direct members, nearly twice as many of the same class as we ever had the pleasure of reporting. The Colorado Grain Dealers Ass'n has been added to the affiliated list, and all the affiliated State Ass'ns have increases in their respective direct membership, thus increasing the number of affiliated members of the National Ass'n.

I take pleasure in submitting the following itemized statement of membership as it stands today:

Affiliated.	
Illinois Grain Dealers Ass'n.....	400
Indiana Grain Dealers Ass'n.....	290
Ohio Grain Dealers Ass'n.....	275
Colorado Grain Dealers Ass'n.....	45
Central Kentucky Grain Dealers Ass'n.	21

Total affiliated .....1,031  
Direct Membership ..... 393

#### FINANCIAL STATEMENT.

Receipts.	
Balance from last year.....	\$1,841.90
Direct Membership Dues.....	6,072.50
Affiliated Membership	
Dues .....	927.50
Arbitration Deposits .....	124.00
Total .....	\$8,965.90
Disbursements.	
Postage .....	\$ 339.14
Salary Account .....	4,287.00
Arbitration Committee Expense.....	5.00
Rent and Office Expenses.....	311.30
Printing and Office Supplies.....	779.21
Secretary's Traveling Expense.....	913.64
Expressage and Telegrams.....	109.96
Refund Arbitration Deposit.....	40.00
Sundries Itemized:	
Expense 12th Annual Con-	
vention .....	\$284.55
Secretary's Bond .....	10.00
Exchange .....	8.10
Refund on Rejected Mem-	
bership application .....	15.00
Refund second remittance	
of dues .....	30.00
President's Expense .....	75.00
On hand and in bank.....	\$1,758.00
Total .....	\$8,965.90

Custom has long since placed its stamp of approval upon the practice of giving thanks, and I therefore think it fitting that I here express my high appreciation of the uniformly kind treatment and of the many personal courtesies shown me during the year of service now nearly ended. Always exacting, the duties of my office have been tempered and made easy of performance by the counsel, advice, approval, and general co-operation of officers, committeemen and members, without exception.

I hope I may not be overstepping the bounds of the privileges of subordinates by paying an humble tribute to President Reynolds, the man who has so ably directed the affairs of the Grain Dealers National Ass'n during the past two years. Thoroughly familiar with even the minutest details of ass'n work, he has always been a wise counsellor and a safe adviser. Keen of perception and ever alive to the interests of the grain trade, he has never failed to cut straight to the core of new and untried measures. As evidence of his great loyalty to the National Ass'n and to its time honored principles; of his pride in its present and of his hopes for its future, none better could be asked, than his recent utterance in which he said: "The time is drawing near when I am to be unhitched from continuous service, but I want it understood that I shall still be in harness, and that when the National Ass'n wants me, I will be ready."

Upon motion the report was accepted. H. S. Grimes, chairman of the Arbitration Com'te, read the following report:

#### Report of Arbitration Committee.

Your Arbitration Committee for the past year has had some very difficult questions to decide. Singular enough to state, the cases that have been decided upon after receiving the individual opinion of each member of the Committee without one being conversant with the other, it was found that they were in each instance identical, which is an illustration that the proper way for all members to settle their disputes is by arbitration, as it shows conclusively that a set of fair minded men conversant with the business that is before them could arrive at conclusions that are morally and in most cases legally correct to the much better interest of the claimants than it could possibly be by submitting it to a Court of Justice, and engender a feeling that should never be considered among business men.

Your Committee had before it the past season seven cases, five of which have been adjusted, the remaining two are being thoroughly investigated, as they are very much complicated, and from time to time they have been requiring additional evidence.

We hope, however, before this meeting adjourns to have the business of the Arbitration Committee entirely cleaned up, so that our successors will be free from old claims.

**The duties of the Arbitration Committee,** if properly attended to, are not the most pleasant of the numerous committees appointed by your President, but we are very glad to say that this year we have not been assailed, as we were last by dissatisfied parties to our decisions, and in each case where our decision has been given, it has never been questioned, showing very clearly that the parties to the different cases had made up their minds to be satisfied with the decision when they submitted their case to the Arbitration Committee.

On this point we would like to call the members' attention to the fact that where they have a difference and desire to appeal it to the Arbitration Committee that they should carefully consider, and make up their minds to abide, and abide as cheerfully as they possibly can with the decision of the Committee, as you all well know that it is a work of "glory" with the "glory" left out on the part of the Committee.

Your Committee did not deem it advisable to go into full details, as to the decisions that have been made, but will state for your information the names to show that among the best members of our Association arbitration is preferable rather than submit them to a Court of Justice. Among the decisions that your Committee have made the past year are the following:

Horner Elevator and Mill Co., Lawrence-



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Total Membership .....1,424



ville, Ill., vs. The Gale Bros. Co., Cincinnati, O.  
 Tri-State Milling Co., Nashville, Tenn.  
 vs. Richmond Elevator Co., Lenox, Mich.  
 T. H. Bunch Co., Little Rock, Ark., vs.  
 N. A. Faulkner & Co., Arcadia, Fla.  
 B. T. Railsback's Sons, Hopedale, Ill.,  
 vs. A. C. Schuff & Co., Louisville, Ky.  
 Besides these are the unfinished ones  
 mentioned before. Respectfully,  
 H. S. GRIMES,  
 C. C. MILES,  
 E. M. WASMUTH.

The report was accepted, filed and a vote of thanks was extended to the Com'te.

C. C. Miles in commenting on Arbitration said it involved a vast amount of work in excess of what members would think possible. "I have been impressed by the carelessness of participants in disputes failing to present the little piece of evidence needed to prove their case."

J. W. McCord: In our Ohio Ass'n members having differences often exclaim when asked to arbitrate differences: "Why, there is nothing to arbitrate."

They fail to see that the other man has a case. We must educate members of the trade to what is the object of arbitration.

E. L. Rogers: Arbitration is a hard thing on the lawyers, but it is an aid to trade, as we are able to settle our differences without prejudice as to future business relations.

J. E. Collins: We have in Cincinnati a receivers and shippers ass'n which renders great service to us in advising as to the best course to pursue. I think this Ass'n could offer its Arbitration service as an inducement for membership.

Pres. Reynolds: Any differences submitted for arbitration are not governed by our trade rules unless no terms are specified.

Tomorrow afternoon we will have the "Uniform Bill-of-lading from the Banker's Standpoint," as treated by Mr. Sale, who is the President of the Indiana Bankers Ass'n. One of these fine days we are going to run up against a serious proposition that might possibly involve our entire financial fabric in the grain trade; that is in having foisted on to us a bill-of-lading satisfactory to the Inter-

state Commerce Commission and to the railroads, and one which we are bound to accept, but which the banker will turn down. No man in this country has given that subject so much thought and attention as Mr. Sale, and his talk will be well worth your hearing because it treats of a difficulty that you are bound to run against.

The Receiver will find out some day that he is paying drafts on bills-of-lading that are no good; and the shipper is going to get one of these days a bill-of-lading from his railroad agent that the banks will not advance him any money on, and all at once we are all of us going to find the wheels of this trade locked on account of the good old dope that comes from the bill-of-lading through the bank.

I want to call your particular attention to that intricate unknowable bill-of-lading that they are trying to put on us. I do not want to presume general ignorance on the part of the grain trade of anything; but I do not know anything about this new bill-of-lading, and a whole lot of you people may be in the same boat; but if you are you want to learn.

Adjourned to Thursday, 10 a. m.

## Thursday Morning Session.

Pres. Reynolds called the Thursday morning session to order at 10 o'clock and asked E. A. Grubbs for the report of the Trade Rules Comite. He presented the following:

## Report of Trade Rules Com'te.

As chairman of the comite on trade rules, I wish to report that nothing has been brot before this comite during the year that would change the rules, or add anything to them. So far as we can see, the present set of rules is very complete, and until new conditions arise, or a member of this Ass'n brings up some matter that is not now covered, we seen no change to be made.

Former Comites on trade rules handled this subject so well they have made an easy "job" for the present comite.

Full statement of what is intended can not be urged too strongly in the buying and selling of grain, and wish to call this matter to your attention. Have the written

part of your confirmations worded exactly like the bid or message on which the transaction is based. Otherwise, should a discrepancy exist and either party be so disposed, they could make serious trouble that would result in a knotty question for the arbitration comite, and a difficult one for a farmer jury to understand. While the official form confirmation blank of the Grain Dealers National Ass'n covers practically all the ground possible in a printed form still, little things are likely to be brot up that are not included in this, or your own private confirmation blank, and exceptions can be taken when the market is against the buyer or seller who is hunting some excuse for breaking a contract, that he would consider binding were conditions reversed.

A little more care with our confirmations may save a lot of annoyance as well as money for some of our members.

Pres. Reynolds: Mr. Grubbs' suggestion that you be explicit in contracts should be observed. Along this line there seems to be a tendency to make messages come within the 10-word limit.

What is "immediate acceptance?" This very subject should not be passed over. Let us find out what it means.

Mr. Grubbs: "Immediate acceptance" is not a proper term to use in a message. If a certain time is not specified, one is uncertain what to do.

A. G. Tyng: In leading markets it means 2 to 5 minutes. In sending to an interior town it may take ten minutes for the telegram to get to the man's place of business, and then he might be out of his office, and we figure, unless there is some special reason otherwise, that any message filed within from fifteen to twenty minutes after the receipt of the message at destination is immediate acceptance.

H. I. Baldwin: Why not have it distinctly understood how many minutes are meant by different words?

E. A. Grubbs: Messages sent during the day should specify the time in which the sender should receive his answer.

J. C. F. Merrill: "Immediate" is an elastic expression, about as elastic as the word "reasonably," about which this Ass'n has had some discussion. I fail to see how disputes can be avoided without naming the hour.

A. E. Reynolds: The country shipper receives telegram after 20 to 30 minutes and in the meantime market goes up or down, giving an opportunity to barter at the expense of the sender of the telegram. And with the country shipper the time elapsed may work to his disadvantage. I hope before the adjournment of this convention we will have a Comite on Telephone and Telegraf.

W. N. Eckhardt: This is a matter of education. It would be well to issue with your trade rules a code of instructions.

A. G. Tyng: What would be immediate acceptance in the country, say 15 minutes, would be very slow acceptance in the terminal markets.

W. R. Beatty: It is impossible for a man in New York to set a time for immediate acceptance with a dealer in the country.

E. A. Grubbs: A specified time to receive the answer should be embodied in the message.

H. S. Grimes: I move that the matter be referred to the Resolutions Comite. Carried.

Geo. D. Montelius of Piper City, Ill., pres. of the Illinois Grain Dealers Ass'n, read a paper on "The Country Elevator," from which we take the following:

## Difficulties Confronting a Country Elevator.

One of the worst difficulties confronting us in the country grain shipping business is not the farmers elevator, but the disturber, the man with a bad taste in his



Part of the Chicago Delegation at Indianapolis Meeting of G. D. N. A.

mouth for his competitor, or in other words, the liver complaint.

Imagine the competitor is taking advantage of him, and believing all he hears of him he starts in to teach him a lesson by bidding more for grain than he can sell it for. As he loses money at every turn his bank account and credit soon are gone and he gets crazy mad. His imagination convinces him the inspector gets paid for not letting his grain grade contract, the weigher gets half the dockage on every car and the commission man an extra commission for not selling at the highest market price.

Shall we let the poor fellow die in this agony? No, send for our faithful doctor, the secretary of our ass'n. He will prescribe a remedy that will cure in a very short time and we shall soon see the motto SQUARE DEAL hung over his door. It is just such cases as this that cause the farmer to believe the grain man is robbing him or making money too fast.

In a short time the farmers company learns different and becomes the best kind of a competitor. Be friendly with your competitor, make up your mind that you have to give as well as take.

At the last meeting of the Board of Directors of the Illinois Grain Dealers Ass'n it was voted that all Farmers Elevators be included in the new Directory and admitted to membership when applications had the necessary endorsement. This certainly looks like a step forward. This is a free country and so long as they abide by its laws they have just as much right to go into the grain business as you or I. Many places they attend our local Ass'n's meetings and become warm friends of their competitors. Some have expressed a desire to belong to our state ass'n. Is there any reason why we should not receive them?

**Free STORAGE of Grain** is a curse and great burden on the country elevator. I am glad to say that we have very few stations in the state of Illinois that are keeping up this practice. The method of encouraging a farmer to bring his grain to you, attempting to win business by storing his grain as long as he wishes is out of date and a money losing proposition. It has made you pay a higher price for stored grain than you could afford, especially when you were not on friendly terms with your competitor. You are liable for the safe keeping of the grain and insurance is high in most country towns.

Show me a country dealer who ships out this grain and buys a future option for protection who has made money by so doing, and I will show you twenty-five who have paid dear for such a transaction.

A short time ago I read in one of our grain journals of a case in Ohio where a farmer had stored wheat in an elevator for fifteen years; the storage had almost eaten up the value of the grain, still he refused to sell. This beats anything of the kind I have ever heard. This dealer deserves a medal.

The time is coming when every state will pass a law prohibiting the storing of grain from the farmers by country elevator operators, which will put a stop to shipping out the grain, taking their money to run their business, or leave for parts unknown.

**Early Contracting of Grain** from the farmer nine times out of ten loses money for the dealer and often makes enemies. You buy 100,000 bus. of corn from forty farmers at 50 cts. in Sept. to be delivered in Dec. and you sell the same amount for shipping. If at the time of delivery the market is five cents lower they deliver more than you contracted. Is there one dealer in a thousand who would not let 100 bus go on each contract rather than lose the farmers business. Every farmer hears of it, so he delivers you 100 bus more or a little over. Which shall it be, lose \$200, or the friendship and business of a dozen farmers? We all know what the answer will be. If on the other hand the market goes up five cents you find you get less. This is the excuse: "The yield fell short of my estimate and it would run me short of feed to deliver any more."

Mr. Dealer says: "Oh, that is all right. I would not think of robbing you of your feed." Next Sept. comes around, Mr. Farmer has a little more corn to sell. He has sold some of his cattle or hogs sooner than he expected. You buy your 100 bus of corn again, pay him five cents or ten cents more for it. Take it, Mr. Dealer, and pay the advance. Your only right is to wear a Broad Smile and say nothing.

Many of us lost money two years ago in contracting oats, by verbal contracts, as not one per cent of farmers will sign a con-

tract for grain. We could not force them to pay. You all know what happened. All we could do was to pay and hold the empty bag.

**Early buying leads to loaning money** without interest. In most cases you are expected to advance from  $\frac{1}{4}$  to  $\frac{1}{2}$  of what the grain amounts to and wait from three to six months to get your money back. Dealers cannot go to bank and borrow money without interest even if they gave a note with grain as collateral, then why should we be expected to do so?

**In selling three or better grain on track** or to arrive, some of our grain grades No. 2 and we should have the benefit in price. Suppose it grades No. 4 the discount is great at times and we have to stand for it. If grades are used at all in selling we must insist on our rights. Most of us ship the best we have on such a sale and you will find a great deal of it grades No. 2. The response that we do not have to sell on track or to arrive, is true. Let us stop selling in that way, consign our grain for six months or a year, when it will be sold on its merits. Then I guarantee the country dealers interests will be treated with more consideration.

**One of the best friends** to the grain trade, the man who wants everybody to have a square deal, the man who has spent so much time and labor in drafting a set of uniform grade rules, which we all were glad to see adopted at our late National Convention at St. Louis. Gentlemen of the grain trade, you owe much to that little man of Toledo, E. H. Culver.

In conclusion will say, fellow grain dealers, join your local state Associations, attend their meetings even if it does take a little time and money. You will be well paid in the long run. You will learn what the Associations have done and are doing to overcome the evils and see that we have a square deal as well as practice it yourself.

W. N. Eckhardt spoke on "Uniform Grades" as follows:

### Uniform Grades.

The job as chairman of the Uniform Grades Promulgation Comite was entirely unsolicited and it has been a job.

The grades of the Grain Dealers National Ass'n have been adopted or endorsed by Toledo, Cincinnati, Peoria, Buffalo, Detroit, Albany, N. Y., St. Louis Merchants' Exchange, Cleveland, Mansfield, Atlanta, Ill. Grain Dealers Ass'n, Indiana Grain Dirs. Ass'n, Kansas Grain Dirs. Ass'n, Millers Nat'l Federation, Ohio Millers Ass'n, Indiana Millers Ass'n.

After these acceptances were received there was more or less of a pause and apparently many were waiting to see what Chicago would do, and our grain committee endeavored to have the State Inspection Department adopt the rules offered at the St. Louis convention one year ago.

Mr. Eckhardt described the method of amending rules under the authority of the Illinois State Railroad and Warehouse

Commission. The Chicago Inspection Dept. was very busy making improvements of its own so it was not until July that the matter was taken up and it did not come to a finality until late in September.

It does not seem that Chicago can get down to the test weight on spring wheat of the Northwestern markets.

Everyone must concede something in order to promote uniformity. Chicago has practically torn its rules to pieces.

For your information I will read to you the rules as they are now approved and adopted by the Railroad and Warehouse Commissioners for the State of Illinois; and right here I would say again that inasmuch as this conference has resulted in the adoption by the Railroad and Warehouse Commissioners of these rules, that Chicago would be in reality a peculiar position immediately to go before that Commission again and say that the trade will not conform to the rules, and that Chicago will have to change again.

The proposition as put forward by Chicago in the rule for White Winter Wheat, as promulgated in the uniform rules at St. Louis, complies in all respects to the St. Louis rules, except the minimum test in No. 2 White Winter Wheat should be not less than fifty-seven pounds to the measured bushel.

**In the rules for Red Winter Wheat**, the Chicago market accepts the rules as originally promulgated at St. Louis with the exception of an amendment that I offered at that time in the rule for No. 2 Red Winter Wheat. The rule as adopted at St. Louis reads this way; in reading it I will tell you where one thing is left out. The rule as adopted at St. Louis reads,—

"No. 2 Red Winter Wheat shall be soft red winter wheat of both light and dark colors, sound, sweet and clean, shall not contain more than 5 per cent of No. 2 white winter wheat, and weigh not less than 53 lbs. to the measured bushel."

Now Chicago wishes to omit in that last part, the words "No. 2." We think those words are entirely superfluous, because if the wheat was sound, sweet and clean, it could not be anything else but No. 2 white winter wheat. In the same way as to No. 3 Red Winter Wheat and No. 4 Red Winter Wheat, Chicago proposes to strike out in the rule for No. 3 Red Winter Wheat the designation "No. 3" before the words "white winter wheat" and in the rule for No. 4 Red Winter Wheat to strike out the words "No. 4" before the words "white winter wheat."

**In Hard Winter Wheat**, there is a material difference, due to the fact that tributary to Chicago, and perhaps in the whole Winter Wheat producing sections east of the Missouri River and tributary to the markets doing business as far east as Chicago, there is grown a vast amount of grain, particularly Hard Winter Wheat, which is not strictly Hard Winter Wheat; that is, it does not meet that requirement which is perhaps in the minds of the millers for this pure Hard Winter Wheat. It is largely wheat which has degenerated so that it has the characteristics of soft



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wheat. It is more yellow in color. Therefore, in order to meet commercial requirements which are insisted on by the millers, the Railroad and Warehouse Commission adopted rules in the grading of No. 2, 3 and 4 Hard Winter Wheat, that these grades of Hard Winter Wheat might "CONTAIN NOT MORE THAN 25 PER CENT OF RED WINTER WHEAT." In all other respects the rules conform in every way to the St. Louis rules.

In Spring Wheat, the rule adopted at St. Louis for No. 1 Hard Spring Wheat—which is primarily a wheat that is not very much tributary to Chicago—it practically means uniformity of grade so far as anything that may come to Chicago is concerned—the St. Louis rules adopted, with the exception that instead of the test weight as named in the rule at St. Louis of 53 lbs., Chicago proposes FIFTY-NINE POUNDS.

In the rule for No. 1 Northern Spring Wheat, we make a little difference in the verbiage of the rule, and also in the test a difference of ONE-HALF POUND per bushel. The proposed amendments for Northern Spring Wheat are as follows:

"No. 1 Northern Spring Wheat must be Northern grown spring wheat, sound, clean, and of good milling quality and must contain not less than 50% of the hard varieties of spring wheat, and weigh not less than 57½ lbs. to the measured bushel.

No. 2 Northern Spring Wheat shall be Northern grown spring wheat, not clean enough or sound enough for No. 1 and must contain not less than 50% of the hard varieties of spring wheat and must weigh not less than 56 lbs. to the measured bushel.

No. 3 Northern Spring Wheat shall be composed of inferior shrunken Northern grown spring wheat, and weigh not less than 54 lbs. to the measured bushel, and must contain not less than 50% of the hard varieties of spring wheat.

No. 4 Northern Spring Wheat shall include all inferior Northern grown spring wheat that is badly shrunken or damaged and must contain not less than 50% of the hard varieties of spring wheat, and shall weigh not less than 49 lbs. to the measured bushel."

In reference to the test weights, conforming in every respect to those promulgated at St. Louis, The St. Louis convention also adopted a grade for Rejected Spring Wheat; but in the Chicago market that grade is so low that it naturally always would be sample grain.

No. 1 Spring Wheat, No. 2 Spring Wheat and No. 3 Spring Wheat are the same as St. Louis, but in the rule for No. 4 Spring Wheat we add a few words which we think make the rule stronger and more explicit. Adding them would make the rule read as follows:

"No. 4 Spring Wheat shall include all spring wheat damp, musty, grown, badly bleached, or from any cause which renders it unfit for No. 3, and must weigh not less than 49 lbs. to the measured bushel."

Instead of the rule promulgated at St. Louis for White Spring Wheat, which is

"White Spring Wheat—The grades of Nos. 1, 2, 3 and 4 White Spring Wheat

shall correspond with the grades of Nos. 1, 2, 3 and 4 Spring Wheat and shall contain not more than 5 per cent of red spring wheat."

We say "WHITE SPRING WHEAT The grades of Nos. 1, 2, 3 and 4 White Spring Wheat shall correspond with the grades of Nos. 1, 2, 3 and 4 Spring Wheat, except that they shall be of the white variety."

The rule for Durum (Macaroni) Wheat is the same as to Nos. 1, 2 and 3 Durum Wheat promulgated at St. Louis, but to the St. Louis rule for No. 4 Durum Wheat we add the words "AND WEIGH NOT LESS THAN FIFTY POUNDS TO THE MEASURED BUSHEL."

In the rules for Velvet Chaff Wheat, the Chicago rules as adopted in July are inserted in place of those that were adopted at St. Louis; but there is only one difference, with reference to test weights; and the handling of Velvet Chaff Wheat has demonstrated very clearly to the minds of the Chicago Board of Trade, and I think has somewhat obtruded itself on the minds of those in the Northwest, that the test weights adopted at St. Louis were not in keeping with the quality of the wheat. In other words, the test weights as adopted at St. Louis were on No. 1 Velvet Chaff Wheat, 57 lbs. to the measured bushel; on No. 2 Velvet Chaff Wheat, 56 lbs.; on No. 3 Velvet Chaff Wheat, 54 lbs. The Chicago market places the test weights as follows for No. 1 Velvet Chaff, 61 lbs.; No. 2 Velvet Chaff, 59 lbs.; No. 3 Velvet Chaff, 55 lbs., and No. 4, 50 lbs. to the measured bushel.

I want to say in justification of these amendments, that there is a very large volume of Velvet Chaff handled at Chicago, which demonstrates very clearly that the average run of Velvet Chaff which is not good enough for No. 2 is still very close to 60 lbs. to the bushel. So we think the change as made by the Chicago market is in every way justified.

In the Pacific Coast Red Wheat, the weights adopted at St. Louis are also adopted with one exception that in the last paragraph, or Note, it is changed to read as follows:

"Note: Pacific Coast White Wheat shall be graded according to the rules for Pacific Coast Red Wheat: in case of a mixture of Pacific Coast wheat with our home grown wheat red or white, such mixture shall be graded 'Pacific Coast Mixed Wheat.'"

The rules as adopted at St. Louis left out the word "mixed." It is palpably evident that the Pacific Coast Mixed is mixed with home grown wheat. The following Note is also added.

"NOTE—The grades of Pacific White and Pacific Red Wheat are to include all such wheats as are grown in the extreme Northwest and on the Pacific Slope from either Spring or Winter seeding."

Under Mixed Wheat there is a change of verbiage, making it read as follows:

"MIXED WHEAT—In case of an appreciable mixture of hard and soft wheat, red and white wheat (except as provided in the rule of hard winter, red winter, white winter and northern spring wheat), durum,

and spring wheat, any of them with each other, it shall be graded according to the quality thereof, and the kind of wheat predominating, shall be classed as No. 1, 2, 3 and 4 mixed wheat, and the inspector shall make notation describing its character."

The rules for Rye are adopted verbatim as they were passed at St. Louis.

In The Rules for White Oats the only change proposed is in the rule for No. 2 White Oats, to read as follows:

"NO. 2 WHITE OATS—Shall be 95 per cent white, dry, sweet, shall contain not more than 1 per cent of dirt AND ONE PER CENT OF OTHER GRAIN, and weigh not less than 29 lbs. to the measured bushel."

In Mixed Oats, the exception made by Chicago is as to the rule for No. 2 Mixed Oats, which they propose should read as follows:

"NO. 2 MIXED OATS—Shall be oats of various colors, dry, sweet, shall not contain more than 2 per cent of dirt and TWO PER CENT OF OTHER GRAIN, and weigh not less than 28 lbs. to the measured bushel."

This change is proposed in order to make it conform to the commercial grade of White Oats. As adopted at St. Louis it provided that No. 2 Mixed Oats shall not contain more than 2% of dirt or foreign matter, etc. It is proposed to strike out the words "or foreign matter" and insert "and 2 per cent of other grain." I think this is in vogue in some of the other markets. It is conceded by some and by others it is not. The other rules for Mixed Oats are the same as those adopted at St. Louis.

Red or Rust Proof Oats and White Clipped Oats rules are the same as those adopted at St. Louis.

Mixed Clipped Oats are the same as the St. Louis rules, except that a note is added as follows:

"NOTE—Inspectors are authorized when requested by shippers, to give weight per bushel instead of grade on Clipped White Oats and Clipped Mixed Oats from private elevators."

The recommendation as to Purified Oats is adopted at Chicago the same as the St. Louis rules, altho the Railroad and Warehouse Commissioners have always been reluctant to specify any grade for Purified Oats.

IN THE RULES FOR CORN, the rules adopted at St. Louis are practically the same. I will read you the exceptions. The rules for White Corn as proposed are as follows:

"NO. 1 WHITE CORN—Shall be 99 per cent white, sweet, and well matured."

"NO. 2 WHITE CORN—Shall be 98 per cent white, sweet."

"NO. 3 WHITE CORN—Shall be 98 per cent white and sweet."

"NO. 4 WHITE CORN—Shall be 98 per cent white; but shall include damp, damaged, or musty corn."

IN YELLOW CORN no change is made in No. 2 Yellow. The others to read as follows:

"NO. 1 YELLOW CORN—Shall be 99 per cent yellow, sweet, and well matured."

"NO. 3 YELLOW CORN—Shall be 95 per cent yellow and sweet."

"NO. 4 YELLOW CORN—Shall be 95 per cent yellow; but shall include damp, damaged or musty corn."

In Mixed Corn there is no change except in rule 1, to read as follows:

"NO. 1 MIXED CORN—Shall be corn of various colors, sweet, and well matured."

It developed very clearly immediately after the St. Louis convention that the percentage of mixture in colored corn was too large. We think that 98 per cent in the No. 2 White Corn will apply anywhere in the United States, and that is the proper percentage. 2 per cent of colored corn is all that that will stand and be a commercial white corn, so in framing these rules on White Corn we have made the percentage uniform in all the grades.

In Yellow Corn the St. Louis rules adopted 95 per cent as a fair and equitable basis on No. 2 Yellow Corn, which we concede is correct. In making our amendment to these rules we believe it is the sentiment of the trade that the grades of Yellow Corn, where there is yellow corn, can be a uniform grade as to color; therefore we submit that Nos. 3 and 4 Yellow Corn shall be 95 per cent yellow.

There is a paragraph on the last page of the St. Louis rules specifying Sample grades—General Rule. In that we make one insertion of a small word "badly" before the word "damaged" so that it reads

"All wheat, barley, oats, rye and corn that is in a heated condition, souring, or too damp to be safe for warehousing, or that is badly bin-burnt, fire burnt, fire



Bert Boyd's Camera Snake and the Ladies Who Saw It.

smoked, or BADLY damaged, mixed with garlic, onions, or containing live weevil, exceedingly dirty, or where different kinds of grain are badly mixed with one another, shall be classed as Sample Grade, and the inspector shall make notations as to quality and condition."

In the next paragraph on that page, beginning "Notice," we have transposed a portion of the sentence in the St. Louis rules so as to make the paragraph read as follows:

"NOTICE—The inspection departments shall, in no case, make a grade of grain above that of the poorest quality found in



E. A. Grubbs, Greenville, O.  
Chairman Trade Rules Comite.

any lot of grain inspected, when it has evidently been plugged for the purpose of deception OR OTHERWISE IMPROPERLY LOADED. Wheat which has been subjected to scouring, or clipping, or any process equivalent thereto, shall not be graded higher than 3."

The Chicago rules also provide the following definition of the word "new" in certificates, viz:

"NEW—The word 'NEW' shall be inserted in each certificate of inspection of a newly harvested crop of oats until the fifteenth day of August; of rye, until the first day of September; of wheat, until the first day of November, and of barley, until the first day of November of each year.

This change shall be construed as establishing new grades for the times specified, to conform to the existing grades of grain in all particulars, except the distinctions hereby established between the new and the old crop, and shall apply to grain inspected from store for two months after the time respectively above specified."

I want to say in conclusion again what I said earlier in my address, that it is my opinion that if these rules are met in the same spirit of endeavor to make concessions and try to create uniformity in the phraseology of the rules and inspection of grain in this country as has been the case in Chicago, that there would be very little trouble about having an agreement as to these rules. The exception in some cases are very immaterial, tho for the most part we have strengthened the rules and have provided more specific definitions. Where the test weights are changed, it strikes me that the small change in the test weights of one-half pound in the bushel ought not for one moment to stand. In the way of uniform grading. A difference of one-half pound is practically uniformity so far as the purposes of inspection are concerned. To my mind the one point per bushel to meet the various differences that exist throughout the wide sections of country should be considered as in spirit uniformity, and in fact uniformity.

Pres. Reynolds introduced that distinguished son of Indiana, Senator Beveridge, from whose address we take the following:

## Legislation in Absence of Business Rules.

The great modern business man is also a statesman. This ass'n is proof of the fact that business is coming to rest on the Decalogue. Progress in business means change, but progress in morals means permanency.

Time was when everybody's business was his own affair—Let the purchaser beware. By reason of these changes we are all woven together, and business becomes everybody's affair. It is impossible for any business man to do business to himself alone. The purpose of this Ass'n is to see that there is a religious observance of the rights of others. I understand this Ass'n has the most elaborate set of trade rules of any ass'n in the country. The best business rule is each man for himself and for every other man at the same time. This Ass'n is showing to the world that there is no necessity for legislation. Instead of waiting for material legislation you men are meeting in a parliament of your own and making your own laws.

You are doing for yourselves what if you did not do it for the state and the national legislatures would be compelled to do for you. Not a man here but what would be benefited by uniformity of grades. Shall there be national legislation upon uniform grades? Yes, if it is necessary; no, if it is not necessary. The only way is for yourselves to wipe out the evils that legislation would be designed to correct.

Morals is more of a business asset than the commodity in which you deal. It is not only a cheaper but more just to settle your disputes among yourselves. One of your greatest works is the establishment of your successful board of arbitration.

Adjourned to 1:30 p. m.

## Thursday Afternoon Session.

Pres. Reynolds: We are now ready to take action on Chairman Eckhardt's report on uniform grades.

J. C. F. Merrill: I move that the amendments proposed by Mr. Eckhardt be concurred in.

Chas. T. Ballard: I move that the grades of different grains be taken up separately. Carried.

E. H. Culver: I being the father of these rules, I suppose it is in order to give you the original grades and the amendments. (Mr. Culver read the rule adopted at St. Louis for No. 2 White Winter Wheat.) The change proposed to make this 57 lbs. is purely local, and we of Cincinnati, Toledo and Detroit cannot concur in it, because the rules for the last twenty years in the states of Kentucky, Ohio and Michigan have been 56 lbs. We have to take the consumer into consideration here, as well as the central market man. No. 1 White Wheat is supposed to be the same as No. 2 Red Wheat, and No. 2 White the same as No. 3 Red: No. 3 White the same as No. 4 Red. Why they want to add that pound on the No. 2 Wheat I do not understand. That is one of Mr. Eckhardt's amendments.

Another thing that wants to be considered is that these rules were hashed

out at the last session of the national convention.

E. W. Seeds: As the rules approved at St. Louis are now in force, amendments that we may make to them today abrogate them in all markets for the benefit of one market.

We have got to get together or the people down at Washington are going to fix it in a shape that we will not get any inspection at all scarcely. It reminds me of what one gentleman said. He asked a government officer what his office hours were, and the reply was: "From twelve to one, with an hour off for lunch." A gentleman from Buffalo said to me: "It is almost impossible to get a cargo that has to pass through the government offices at Buffalo inspected or handled. Their office opens at 9:30, with two hours for lunch, and closes at 4:30."

To my mind, one of the greatest misfortunes to the grain trade will be government inspection. We are going to have it unless we do something ourselves, as Senator Beveridge positively assured us.

J. C. F. Merrill, chairman grain committee of Chicago Board of Trade: Many are disposed to view inspection as exchange inspection. The Chicago Board of Trade cannot modify the late action taken by the Illinois Railroad & Warehouse Commission. The wheat tributary to our market is not the pure hard winter of the semi-arid regions of the Southwest tributary to Galveston. It is absolutely essential that we have these amendments added to the rule for hard winter.

Mr. Culver: We can not agree to admission of 25 per cent red winter wheat in hard winter.

J. C. F. Merrill: We cannot have your rule go out to the world that that is the kind of wheat they are going to get. The soft wheat grows there; it is not put there.

The vote on adoption of the Chicago amendments as proposed by Mr. Eckhardt resulted in 19 ayes and 32 noes.

W. F. Kelso of Minneapolis: We will concede a pound more for velvet chaff.

C. T. Ballard: Speaking as a miller, I would offer as an amendment to the motion that has been made, that all of the changes in wheat as suggested by Mr. Eckhardt this morning be concurred in, except that we do not concur in the proposed change raising the test weight of No. 2 White Wheat from 56 lbs. to 57 lbs.; that we do not concur in the changes in No. 2, No. 3 and No. 4 hard wheat admitting 25 per cent of soft wheat; that we do not concur in the change raising the standard of No. 1 Hard Spring Wheat from 58 to 59 lbs., and that we do not concur in their suggestions to raise the



Some Who Remained for the Last Session.



test weight on No. 1 Northern Spring from 57 lbs. to 57½ lbs., and that we do not concur in their proposed changes in velvet chaff; but that we do agree that the test weight on the various grades of velvet chaff wheat may be raised one point. That makes six of their changes that I propose not to concur in, but to concur in all the others, if my motion carries.

W. F. Kelso defended Minnesota grades, and opposed raising the standard weights.

A. G. Tyng: While absolute uniformity is not here, practically uniformity is, and I favor the resolution.

W. R. Beatty: A strong committee would be a benefit. I suppose Baltimore and Philadelphia will want amendments.

E. M. Wayne: We are getting it sifted down to 5 grades, which is doing pretty well.

Mr. Ballard having left to catch a train, Mr. Culver read Ballard's proposed amendments, which were carried.

Moved by A. G. Tyng that all recommendations on oats and corn by Mr. Eckhardt be concurred in. The changes were read by Mr. Culver.

Mr. Culver moved that milo maize and kafir corn grades be adopted. Carried.

J. C. F. Merrill moved that time limits to adopt "new" grades as in force at Chicago be adopted.

E. H. Culver opposed as a local consideration.

W. R. Beatty: It is good at New York.

A. G. Tyng: A valuable thing at Peoria.

Pres. Reynolds: Our Indiana arbitration comite has had several cases where the essence was if the grain was "old" or "new."

E. W. Seeds: I do not believe it policy to take up the matter of "new" in grading.

Mr. Culver asked for rising vote, and by 26 to 22 Mr. Merrill's motion was carried.

E. M. Wayne moved a committee of 7 be appointed to confer with the state railroad and warehouse commissions and continue the work of the Promulgation Committee. Carried.

E. M. Wayne told of work of national council of commerce and read a paper telling what the national council of commerce stands for. From it we take the following:

## The National Council of Commerce.

The first Annual Meeting of the National Council of Commerce was held in the office of the Secretary of Commerce and Labor, in Washington, D. C., December, 1908,

with the view of developing the most practical plans for rendering his department of greater service to the commercial interests of the country, through the establishment of close relations between it and the commercial bodies of this country.

At this meeting it was decided to form a National Council of Commerce, and a tentative plan of organization was adopted. This plan provides that the National Council of Commerce shall be composed of one representative from each of the commercial and industrial organizations of the country.

The Committees which the Chairman was authorized to appoint to study, analyze and report upon various important subjects, some of them far-reaching, have already been announced and most of them are already at work. These Committees are as follows:

- (1) Foreign Commerce.
- (2) To Co-Operate with the Secretary of Commerce and Labor in extending the influence of his department.
- (3) To study the subject of Coastwise Shipping.

(4) To study the recommendations made by the Secretary of Commerce and Labor in his reports, dealing with the subject of mail communication with South American Countries, Australasia and China, as well as with Non-Contiguous Territories of the Pacific Ocean.

(5) On Conservation of the Natural Resources of the Country.

(6) On Waterways.

No such body as this has ever convened in this country. We have had various conferences and congresses of merchants, business men, and manufacturers at different times, but they have been spasmodic and temporary. The purpose of the National Council of Commerce is something quite different. This is the era of organization, of bringing the mighty forces together, for the purpose of carrying out policies and principles and working practical results.

The commercial organizations in Great Britain, Germany, and France, our chief commercial rivals, have found it not only advantageous, but necessary to cooperate effectively with their respective governmental agencies, and on the other side the Governments have found it most helpful, in order to advance their commerce, to cooperate with and be in constant touch with their commercial organizations. The result is in such countries, when the Government makes a move for the purpose of protecting commercial interests, the officials are in advance fully advised what the various commercial interests require and demand. How can you expect your lawmakers and your Senators and Representatives in Congress, who come from widely and detached districts, to have an adequate understanding of the varied commercial interests of this great country, and of all its different industries, unless there is some sufficiently representative agency qualified to advise with them and with the departments of the government having to do with the Commerce as to the requirements of the diversified interests of the country throughout its several sections?

The Council of Commerce stands for the following:

To receive reports and communications from commercial and other bodies as to their needs in the promotion of foreign and domestic commerce.

To receive and act upon information and suggestions from the departments of the U. S. Government of interest to the business world.

To furnish the Secretary of Commerce and Labor and other representatives of the U. S. Government with authentic information as to the needs and conditions of different industries.

To suggest special investigations abroad by agents of the Department of Commerce and Labor.

To act as an intermediary between that and other departments of the U. S. Government and the commercial trades bodies in arranging for the representation of American products at international exhibitions.

To confer with the departments of the U. S. Government with a view to promoting the trade interests of the country.

To confer with the Secretary of Commerce and Labor regarding legislation necessary to promote foreign and domestic commerce or adequately to equip his department for such work.

To promote friendly cooperations between commercial organizations throughout the United States.

Chas. England read a paper on Uniform P/L, as follows:

## Uniform Bill of Lading.

The convention held in St. Louis last year adopted resolutions concerning the Uniform Bill of Lading, which, in a general way, stated the position of the grain dealers in reference to the same. Copies of these resolutions were ordered sent to the Interstate Commerce Commission, and to other organizations having the Bill of Lading under consideration.

Since then your Bill of Lading Committee has had under consideration the action of certain carriers who declined to allow inspection of grain at points where it had previously been customary, and after considerable correspondence this order was, in some instances, modified; but the principal work of your Committee was to impress upon shippers the importance of having bills of lading drawn to allow inspection by duly authorized parties, without the presentation of the bill of lading. With this exception, there has been no occasion for action, as the trade generally has been following the suggestion of the Interstate Commerce Commission, that the Bill of Lading be given an honest trial.

It is probable that should a circular be addressed to those engaged in the grain business, asking whether the so-called "Uniform Bill of Lading" was satisfactory, many would reply in the affirmative, for the sole reason that it has not yet been fully tested, and they assuming because direct losses have not been met, the bill of lading is all that could be desired. It is true that in many respects the new bill of lading is an improvement over the old forms, being of uniform size, color, and generally less loosely drawn than the old makeshifts, it has been more easily handled by the grain trade, also by the financial institutions, who are now so largely called upon to deal with these documents.

The grain trade, however, should only regard the Bill of Lading as in use, and not as having been put to a real test, because sooner or later the carriers will enforce all the conditions, and to their full limit. The fact that an order has been issued, effective Oct. 1st, providing that on all claims for loss or damage there shall be an allowance of ¼ of 1% for natural shrinkage is, on that date, making operative one of the conditions of the Bill of Lading, and unless the enforcement of this and other unreasonable conditions are



New York Delegation: From left to right: Edw. Beatty, Chas. Rockwell, L. W. Forbell, G. H. K. White, James Bowne, L. A. Morey, S. J. Hill, Jr.

met with earnest protest, the carriers will from time to time impose them upon shippers just as they may consent.

It is not the purpose here to refer to the financial status of the Uniform Bill of Lading, as this phase will be fully and ably discussed by another member of the Committee; but it is intended to impress upon you the necessity for Congressional legislation which, we believe, is the only way to obtain a Bill of Lading fair alike to all interests. This the trade wants, and has a right to demand, and sooner or later the carriers will be required to adopt a form of bill of lading which is at least a reasonable contrast. This Association has had great influence in these matters in the past, and it should not relax its efforts in the future.

This bill of lading is a forced contract. The shipper is not consulted in regard to its conditions, and must sign it because he cannot help himself, altho he may or may not be fully aware of its objectionable features.

A year ago your attention was called to the conditions exempting the carrier from liability for losses under the unreasoned clause "discrepancies in elevator weights." Also from loss by fire after forty-eight hours notice of arrival. For loss or damage, or delay occurring while the property is stopped or held in transit upon request of the shipper or owner.

The provision that claims for loss should be based upon invoice prices at point of shipment is manifestly unfair and unreasonable, as the real value of merchandise is the cost of replacing it. Also the provision that claims for loss, or damage, or delay, shall be made within four months after the delivery of the property. These are some of the objectionable features.

Upon the face of the Bill of Lading is a clause which states that the goods are received subject to the classifications and tariffs in effect on the date of issue of the Bill of Lading. This allows the carriers at any time to inject in their classifications unreasonable conditions, and to nullify any of the conditions printed upon the Bill of Lading, therefore, this paragraph should be eliminated. In the first Bill of Lading proposed there was a 20% penalty clause, but it was so strenuously opposed—being an unreasonably high rate of insurance—that it was not inserted in the present Bill of Lading; but the carriers have put a rule in the classifications providing for a 10% penalty, in the way of advance in rates, which shows what may be attempted under this clause. This rule is unreasonable and unjust, also said to be unlawful, as it provides for two rates of freight for the same service.

Complaint has been made that some carriers stamp or write conditions upon the face of the bill of lading, thereby either nullifying some of its provisions, or else making conditions not contemplated, and to which the shipper should not be required to give his assent in writing.

The Interstate Commerce Commission, in its report on the Uniform Bill of Lading simply recommends its adoption, stating that it did not undertake to prescribe this bill of lading and order its adoption, be-

cause it was convinced that such an order would exceed its authority, and it is therefore evident that there is no general authority outside of Congress, to create and enforce a Uniform Bill of Lading, to be used in interstate commerce. There was introduced in the last Congress a bill prepared by the General Counsel of the American Bankers Ass'n, and upon which a number of hearings were had before a subcommittee of the Committee on Interstate and Foreign Commerce of the House of Representatives. This measure should have your endorsement, but it has principally in view the safety of bills of lading as negotiable instruments, and what is equally important to you, is a proper care of your property while in the hands of the carriers, and that they should at least be held to their common law liability.

Congressional legislation is the only means of securing the rights of the shipper, and this Ass'n, either of itself, or in connection with other similar organizations, should advocate a measure for a Uniform Bill of Lading, which will be fair to the carriers and will guarantee to the owner of the property his full rights, and at the same time be such a document that the financial interests of this country can handle it with absolute confidence. As stated, present conditions imperatively demand that Congress prescribe a form of Bill of Lading, both in the interests of the owners of the property and the carriers, but it should be borne in mind that in legislation upon this matter, Congress ought to legislate fully, and enact a complete code, unless by passing an act dealing with this matter, it may thereby nullify all the law, statutory and judicial, of the various states upon the subject.

Jas. W. Sale read a paper on the Uniform B/L from a banker's standpoint. From it we take the following:

### The Uniform B/L from a Banker's Standpoint.

There are still some objectionable features to the Uniform Bill of Lading from the Shippers standpoint which it is unnecessary for me to enumerate in this paper as you are already familiar with them and my mission is to discuss the document from a banker's standpoint.

Suffice it to say that while the Bill of Lading in use today is not perfect, it is so far ahead of the old forms that we have reason to rejoice that a great step forward has been made to the advantage of the shipping interests of the country, and credit for this advanced position in the means of distribution of the products of the country is due entirely to the work of organizations such as yours.

As a direct result of your efforts we have a distinct and distinguishable form of "Order" Bill of lading which contains most of the essentials of a negotiable instrument, safeguarded to some extent against frauds in the manner in which it must be drawn, and clothed with a dignity which its importance demands but which it has not heretofore possessed. But from a banker's standpoint it still lacks some elements that it should possess to make it a safe negotiable instrument to be used as a collateral for credit.

About the year 1870 Order Bills of Lading began to be used by shippers as a means of shipping commodities from one part of the country to another with the consignor holding title to the property until the goods were paid for wholly or in part by the consignee, by means of a draft attached to the bill of lading which was deliverable to the Consignee only upon payment of the draft. Banks soon began to make advances on such papers considering them good collateral. The custom grew by leaps and bounds and soon became the almost universal method of financing the great agricultural crops of the country as well as many other important commodities. Its importance can be seen by its value at this time when it is estimated that more than three billion dollars worth of our products are annually financed in this way, and its importance as a means of credit and exchange is so vast and far reaching that it demands all of the safeguards that can be thrown around it to make it a safe and stable security to all concerned.

Prior to 1890 these collaterals were handled by the banks of the country with comparative small losses, but as the use of the Order Bill of Lading became more general, the carriers grew careless in their issuance, fraud became easy and banks began to use their opportunity to obtain money on bills that were forged, altered, spent or wholly fictitious. By 1900 the annual losses were counted by hundreds of

thousands of dollars, when the American Banker's Ass'n took up the matter with a hope of establishing reforms that would protect its members and customers. Unfortunately it had not joined its issues at the beginning with the American Shippers Ass'n and when it sought a hearing before the joint committee of Shippers and Carriers provided for by the Interstate Commerce Commission, it was refused admission and was not allowed to participate in the deliberations of that Committee. Failing to get a hearing before the Committee, it then turned its attention to federal legislation, following the idea that had been in minds of bankers all over the country for some time, viz., that a document so far reaching and important as an instrument of commerce should be clothed with the authority of law.

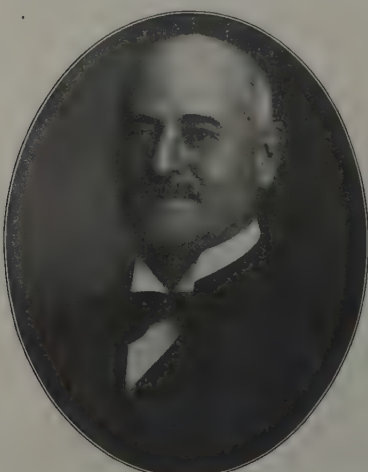
During the same year and for the first time, the Carmack amendment to the Interstate Commerce law had made it obligatory upon the carrier to issue a bill of lading at all. A number of suggestions made by the Bankers Committee to the Interstate Commerce Commission after the joint Committee had concluded its labors were adopted, but the Order Bill of Lading still lacked some essential elements to make it a proper negotiable instrument.

The Committee at once prepared an amendment to the Rate Bill just referred to covering necessary Congressional legislation which, in the judgment of its Counsel could not be covered by contract provisions in the bill of lading. This bill was introduced into Congress early in 1908 and was given much attention by the House Committee on Interstate and Foreign Commerce. Four hearings were had and a subcommittee appointed to continue study of the matter which is still pending. The Banker's Committee has continued its work and will have some valuable amendments to offer at the proper time.

It is confidently hoped that the next session of Congress will act upon the matter and enact legislation that will make Order Bills of Lading safe as other collaterals at least. Some of the reforms sought are such as the Interstate Commerce Commission have already recommended but which it cannot enforce by law.

The following provisions are incorporated in the pending bill.

1. Defining an order bill of lading and requiring its issue upon a distinctive form.
2. To cover its transfer either by endorsement or delivery, or upon delivery without endorsement, defining the rights acquired by the transferee to the title of the property, and the contract rights contained in the bill.
3. Imposing a fine or imprisonment penalty upon the shipper for fraudulently negotiating bills of lading.
4. Imposing upon the carrier the duty of requiring surrender and making cancellation of the bill upon delivery of the property described, or making endorsement on the document in case of partial delivery.
5. Prohibiting the issue of false or fictitious bills of lading by the carriers' agent and imposing a fine or imprisonment penalty for violation.
6. Protecting the carrier from liability where goods described in an order bill of lading have been misrepresented without



C. S. Bash, Ft. Wayne, Ind.,  
Chairman Transportation Comite.



Geo. D. Montelius, Piper City, Ill.  
Who Spoke of "The Country Elevator."



fraud or reasonable care on the part of the carrier's agent.

7. Providing that insertion in order bill of lading of name of party to be notified on arrival, shall not limit or affect the rights of the transferee.

While it is true that some of these provisions are already incorporated in forms now in use by agreement between shippers and carriers (liable to be abrogated at any time) it is not sufficient. "No mere regulation or practice in respect to the form of bill of lading is adequate to cure the infirmities of the bill as a bankable security or instrument of credit," and bankers who have been subjected to tremendous losses in the past in the handling of this class of credits are entitled to such protection as the law can afford them without injustice to the carriers.

The Bill of Lading Committee of the American Bankers' Ass'n is also engaged in an earnest effort to have enacted in the various states uniform legislation on Bills of Lading. An act has been drawn which will be presented in due time to all of the State Legislatures defining Straight and Order Bills of Lading, requiring surrender of Order Bills and providing certain penalties for frauds. This bill became a law in several states last year and will be pushed in others during the coming winter.

Twenty-three states already have statutes affecting bills of lading. Some are obsolete and vague in their meaning and conflict with other state or National laws. Conflicts of decision are constantly arising on account of the varying statutes, all of which make it desirable and imperative that uniform state laws be speedily enacted.

The cooperation of the shipping interests of the Country in securing much needed legislation both federal and state is much to be desired, and without doubt a united effort upon the part of the allied shipping and financial interests will result in the one thing yet needed to make the Order Bill of Lading a safe means of credit and exchange commensurate with its importance for facilitating the movement and distribution of commerce, and that is the authority of law.

Although the bill of lading question has been before the public for several years, and notwithstanding the fact that distinct advantages have been gained by its issuance in its present form, neither Carrier, Shipper or Banker will be properly and fairly served until Congress shall have assumed what is clearly its right, and shall have written into its laws a clear definition of the rights, obligations and duties of each and all of the parties connected with the issue and final surrender of a negotiable bill of lading.

A. E. Reynolds: We have received for the past 3 or 4 years very kind consideration from the Interstate Commerce Commission.

John H. Marble, attorney to the Interstate Commerce Commission, read a long paper, in which he said:

These demurrage rules which are being drafted will apply to all carload shipments. The movement for uniform demurrage is for the benefit of the average shipper, not for the few who are the recipients of favors.

Under the California statute the shipper who holds a car beyond the 2 days free time must pay a penalty of \$6 per day.

The uniform rules are not yet in final form, but are meeting a great deal of opposition. Fourteen of the states have adopted demurrage rules and to have uniform rules we must have action by 15 legislatures and 14 state commissions.

The man with the elevation allowance is fairly entitled to ask that their reform should be general. Uniform demurrage rules will help to prevent car shortages. You have your elevator full of grain and your contracts call for delivery at terminals and you can not get cars. You might as well be located in a desert.

We are told that we are on the eve of a car shortage; the car surplus is rapidly decreasing. Prosperity is here and our transportation system is troubled with a decreased circulation. It is a sort of paralysis. Terminals have been enlarged and I am sure shippers will not suffer so much by the coming car shortage as in the past.

The interstate rules are being split up by 28 state rules, which are uniformly too liberal for the interests of shippers. While the rules are split up they are applied to a single body of equipment. A car will not serve you during the 10 days it is standing at New Orleans under the export free time for cotton.

The car supply of the country is one body of equipment and should be gov-

erned by one set of rules. Uniform demurrage rules must be stricter than local rules if they are to succeed. Shippers must expect to see their free time shortened to 48 hours.

Henry L. Goemann read a paper on margins on purchases and sales of cash grain for future delivery, from which we take the following:

## Margins on Sales and Purchases of Cash Grain.

At a meeting of representatives of various Grain Exchanges, which was held in Chicago on Sept. 17th, I discussed the subject "Should margins be required as security on purchases and sales of cash grain for future delivery, and if so should the exchanges co-operate in forming rules to that end."

This subject is the most important that the grain trade has had before it in years. It seems to me that the present method of doing this cash grain business is all wrong and that it has a decided tendency to create speculation and leads to overbuying by the buyer east and to overselling by the dealer west, for the reason that as no margin is required it is a temptation to trade beyond safe limits, and in my experience of the last few years I have found this to be the case. I have carefully watched the trades that we have had on our books for this future business, and it has been remarkable how when the trade was being made the buyer or seller would tell how he had placed this grain, and that he was simply protecting himself, but when delivery time came around the conditions would be entirely changed and disprove these statements, as quite often the seller could not furnish the property, and on the other hand the buyer could not take the property, and altho when he bot he stated that he had the grain sold, which evidently was not the case, because he could not furnish shipping instructions and in a number of cases we have had to cancel contracts for a consideration.

Had margins been exacted on these trades neither of the parties would have overtraded, and they would have limited the business to a safe amount. The committee appointed by Governor Hughes of New York to investigate Wall Street found that the practices of the Members of the Exchange were such on these margin calls that they gave a line of credit to which operators were not entitled, and the committee recommended as corrective of the evil of overtrading that larger margins be called and demanded on all trades. If



An Evening Sitting of Delegates Attending Indianapolis Meeting of G. D. N. A.

this is the opinion of that committee on stock trading, why should not the same thing apply to the trading for future delivery in grain—as it makes no difference whether the grain is bot in the Chicago market for future delivery, or whether the cash grain is bot from a dealer for future delivery,—there should be the same reason for putting up margins on this cash grain that is sold for future delivery that there is for the trading in futures in the Chicago market.

If you will permit me I will quote from what Mr. James Pettit of the Peavy Grain Co. of Chicago stated at that meeting of Exchanges:

"Conservatism is the keystone resting on wise hedging and proper distribution of hedges, and we deceive ourselves that we have a hedge while we cannot control the credit on the other side.

"Every well-posted grain man knows that if he spreads out his contracts of this kind he is taking an unconservative chance. In order to obtain conservative cuts down the volume of business to the minimum."

This is true, for if one is conservative he will not desire to take chances of selling the grain anywhere from one month to twelve months ahead (and I know of large sales of oats for future delivery in England as far as eleven months ahead) simply taking the written confirmation of a broker, or the written contract of the buyer or seller as evidence of the trade.

The firm that acts thus conservatively and refuses to trade ahead is handicapped and its business curtailed for the reason that owing to the large volume of the future trading when delivery time comes and the grain is delivered (which of course occurs every month) the markets are congested and consequently the firm that has not sold the grain, and cannot ship on old sales, cannot make new sales in any volume; and in the large volume of eastern markets the grain is at diverting points and has to be moved and is then sold at best price possible and in many, many cases below western shipping values. It is almost a daily occurrence to have my brokers in the various eastern markets report grain at junction points discounting shipping values, and they therefore can not do any business. It is the same at the other end; I am told that my bids are too low because some buyer is bidding more and is enabled to do so because he has made some sales a good while back at a good profit. I am told that he has because he was compelled to fill them and therefore had to pay whatever was necessary in order to get the grain. You can see from this that it all works back to and comes right down to the producer, that few are benefited and that the business as a whole suffers.

If the trades for future delivery were limited to thirty days, then you would have a safe market, and on trades made for delivery beyond thirty days a margin should be called and deposited by either of the principals to the trade against whom the market has gone. To my way of thinking, this margin could be deposited in a Chicago bank familiar with margin trading and would issue a certificate showing what the deposit is for, and would also very likely allow two per cent interest—and then if either of the principals had trades in the Chicago future market for future delivery this certificate could be put up as collateral for his margin on such future trades, thus preventing the paying of a double margin.

This margin business can be controlled only by the Exchanges working together, and having uniform rules which bind the members and compel them to live up to same. Under the resolution offered by President Crowell of the Kansas City Board of Trade the Chicago Board of Trade will take the initiative and call a meeting of the delegates of the various Exchanges to formulate (if possible) such rules as will bring about uniformity among the Exchanges in their rules and also to devise some way of arranging margin payments. If in the opinion of the Exchanges this calling of margins on cash grain is considered practicable. No doubt this conference will be held in the very near future.

Of course the question will be asked "How can you control the dealer who is not a member of a Grain Exchange?" The answer is very simple. Possibly 90% of the business done for future delivery is done by members of grain exchanges, and if these rules are uniformly adopted by all of the exchanges the big majority of the trades will then be based upon this margin call,—and as it is such a safe and sane business proposition, the dealers doing the other 10% of the business will be very glad to comply with this feature and sell their grain under the same rules and terms. I

believe that the matter is practicable and that the details can be worked out satisfactorily.

To illustrate further, and how it affects the general grain dealer: If there are two dealers at a country station, and one has a tendency to take chances, and the other is conservative and wishes to await the movement of grain, and does not care to take the risk of buying from the farmer for future delivery, and if the market is against the farmer not getting delivery of the grain,—it seems to me that it works out somewhat in this way: In the case of the man who sold ahead, if the market is in his favor and he has a good profit, when the time comes to make shipment he is going to buy the grain irrespective of the present market and the legitimate margin for doing the business, and he will pay such a price as will enable him to secure the grain and protect his profit.

On the other hand, the dealer who did not make these future trades will either have to stay out of the market and let his competitor take the grain, or also handle the grain at a loss, or speculate in same. This I believe creates a feeling of dissatisfaction and brings about the misunderstandings that rule so often at country stations, and I believe that it would be a benefit to the country buyer to have this margin proposition for he could then say to his farmer customers when they come to sell this grain ahead, "Yes, I will buy your grain for delivery when the crop is secured, but you will have to put up a margin of so much per bushel because I have to do so when I sell the grain"—and as the farmers are now in good circumstances it might be that this could be brot about, thus avoiding defaults of contracts, because when he has a margin up the contract is binding.

Take the conditions at the eastern or consuming end, the dealer who has the contract and has hit the market right does the business at the expense of his competitor; while, if his judgment has not been right his competitor does the business because he tries to hold the price so as to make his loss as small as possible and which limits his business, and he is usually therefore unable to order out his purchases, and the party who sold him has to carry the grain (sometimes at quite an expense) until such time as his customer can take it.

As an illustration of this I quote from a letter which we received from a dealer who sells to the consumer direct through his small elevator, and which shows that in his desire to make his loss as small as possible he tried to get a little larger margin than his competitor who was able to go on the market and buy his grain, and consequently he was unable to protect his contracts as he had agreed to:

"As stated to you in ours of recent date, we prefer deferred shipment on the oats. To be honest, we bought too many August oats and cannot take care of them; the

trade takes hold on new Oats so early very slowly even at a loss to ourselves of ten cents a bushel—therefore we most earnestly request that you help us out to the extent that you ship one car of these oats at your convenience, and the second car twelve to twenty days later. This is the best that we can do and we trust that you will appreciate the situation and ship accordingly."

Another dealer wanted his grain held and after we had written him that our margin was small and that the carrying of these oats as per his request would be an absolute loss and wipe out all our profit, he replied as follows:

"With reference to this contract, we appreciate the fact that your margin is small. However, we think you should appreciate the fact that we have a loss of at least ten cents a bushel. We think you should be very glad to have us take these oats as we suggested,—one car a week until the contract is completed,—and if we pay your drafts at the price contracted at you are to be congratulated, because others in our city have refused to pay drafts and have rejected the oats. However, we expect to take all that we have bought, but in order to do so we must ask that you help us by delaying the shipments as requested."

The above extracts I quoted at the Chicago meeting, to show the evil that is done when a man overbids, and how it makes the seller assume unnecessary risk and expense in the carrying of these contracts. In addition to the contracts referred to in these letters, we have, as previously stated, had to cancel a number of contracts because the buyers could not raise the money to take care of same, and we can see that had margins been exacted this condition would not have existed, and the parties would have bot only what they knew they could take care of.

This is a great big subject and I could probably keep on talking on it for hours. I believe that if the Grain Exchanges would get together, and if the Grain Dealers National Ass'n would join them in this matter, these abuses could be regulated and the business put on a legitimate and conservative basis, where it would be profitable to all the grain dealers, both large and small,—and would make for more uniform conditions and better and safer markets and reasonable profits.

Out of 93 shippers to whom E. A. Grubbs had written 88 declared they would be glad to stop the practice. It is competition that brings it about.

H. A. Rumsey: There are those in Chicago who would like to know how those present feel on the question of closing the market at 1 o'clock.

E. L. Rogers: I am very sure that closing at 1 o'clock will meet the approval of us eastern fellows.

Moved and carried that the closing of exchanges at 1 o'clock be referred to the Comite on Resolutions.

It was voted to appoint a permanent comite to look after the telephone and telegraf interests and other communications of the grain trade.

Questions in the Question Box were read by Sec'y Courcier.

A. G. Tyng: I move a special comite of three be appointed to confer with the comite from the exchanges on margins on cash grain sales for future delivery. Carried.

Adjourned to 9:30 Friday morning.

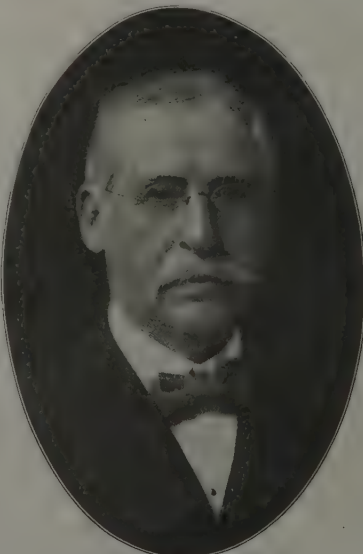
### Friday Morning Session.

L. A. Morey of Committee on Shrinkage of Grain reported as follows:

#### REPORT OF COMMITTEE ON NATURAL SHRINKAGE.

It was hard for your Committee to get data from the different markets on short notice as to what natural shrinkage amounts to: Speaking for New York, taking a hundred cars shipped from the different markets so as to give a fair average, the shrinkage amounts to about \$3.37 a car, which the railroads would not pay; and in view of the fact that we cannot give a bid so as to lose money we have to deduct about one-half cent in our bids on account of this natural shrinkage. You can see from that, that it makes a vast difference with the amount of grain that we handle to the country as to what they receive for grain.

Until last year the railroads guaranteed Lake grain in full, but now they have de-



E. L. Rogers, Philadelphia, Pa.  
Chairman Legislative Comite.



ducted one-quarter of one per cent; but I noticed that for every car out of eleven cargoes that I had recently that every one fell short just a few pounds less than one-quarter of one per cent, whereas heretofore when they guaranteed them they hardly ever fell short; in fact, many of them over-ran, and we had to pay for this overage on the grain; so you can see the importance to the trade, especially to the shipper who has to take half a cent a bushel less for his grain on account of this shrinkage. The Committee's report is as follows:

Numerous Railroads, through their Freight Claim Agents, have frequently made arbitrary reductions of one-half of one per cent, under the pretext of natural shrinkage, which practice your Committee condemns as unjust.

As practical grain men, our experience has taught us that grain accurately weighed and properly safeguarded during transportation should have no shrinkage whatever.

Your committee recommends the appointment of a committee of three to devise means of safeguarding the interests of the grain trade in the question of Railroad Deductions.

Respectfully submitted,

L. A. Morey, Chairman.  
E. M. Wayne.  
G. L. Graham.

A. G. Tyng: I move that the recommendation that a committee be appointed be concurred in. Carried.

E. W. Seeds: Mr. Marble made an excellent address from the carriers' standpoint. He assumed that the Interstate Commerce Commission had jurisdiction on demurrage on interstate shipments. We do not believe that the commission has any more to do with car service and demurrage than the man in the moon.

At the Washington conference last June between shippers, railroads and state railroad commissioners, ninety per cent of those present believed uniform car service rules not only impracticable but impossible.

It takes longer on the average to take a carload of grain from Ohio to New England than 22 years ago. In 1907 the time was one day longer than 1906.

The shipper and receiver have made double the progress in increasing the car supply than have the railroads. Even if the I. C. Commission had authority to rule on car service it would be extremely unfortunate for them to legislate, for they are too far from the people.

Chas. Rockwell: I object to bunching cars delivered by western railroads. We ought to require of the railroads a scheduled time of departure and arrival of freight.

Mr. Rockwell moved a committee of the G. D. N. A. request the roads to furnish scheduled times of arrival; that for delay of more than 5 days a penalty of \$1 per day be paid by the carrier.

A. E. Reynolds: I suggest that Mr. Rockwell hand this matter to the Resolution Committee.

E. W. Seeds: I move that a committee of 3 be appointed to represent the ass'n at the demurrage hearing at Washington.

C. C. Miles: I never have believed that a railroad should be fined for failing to furnish cars in times of congestion, but railroads have developed a practice of waiting for tonnage, resulting in bunching of cars. I buy a lot of rye for a certain distillery to be delivered 1 car every other day. My customer will keep inquiring when his rye is to arrive, when suddenly eight cars will be delivered to him by the railroad at one time, very much more than he is prepared to handle.

We ought to make the railroads pay for their delay and negligence.

Mr. Seeds' motion was carried.

A. E. Reynolds called on Chas. B. Murray, the "dean of us all."

C. B. Murray: I have been very much impressed with the dignity of this convention. We all know that Chicago has the first place in our market interests. Sometimes they go too far in insisting upon their way of doing things. They must not forget that their exalted position carries with it a responsibility to care for the interest of the others.

Sec'y Courcier, in the absence of Chairman Fred Mayer on account of sickness, read the report of the Crop Reports Committee, as follows:

## Report of Crop Report Committee.

Your Crop Report Committee is ashamed to acknowledge it has done very little work during the past year, but possibly if our recommendations today are adopted your new committee may be able to show better results a year hence.

That there is room for improvement in the system of crop reporting in this coun-

try there is no doubt. The wide difference in reports issued by the government, state and private parties, makes one feel as tho there was some truth in the saying that there are three kinds of lies—Lies, Damn Lies and Crop Reports.

To show the difference between some of the government figures and those of the state officials, we call your attention to reports of last December on acreage of winter wheat in the states of Ohio and Missouri. On Dec. 7th the government reported the acreage sown to wheat in Ohio as 1,743,000 acres. A few days previous to the issuance of this report the Ohio state authorities issued one on the acreage and gave it at 1,446,000 acres. The government reported the acreage in Missouri at 2,135,000 acres, whereas the state gave it on Dec. 9th (two days later) at 1,650,000 acres, making a difference in acreage in these two states between the government and state figures of almost 800,000 acres. The following May the government had reduced the Ohio acreage to 1,464,000 acres, which is about equal to that of the state figures in December, altho it took them five months to find it out. At the same time the government insisted that the Missouri acreage was 1,950,000 acres.

We merely give these figures to show what a difference there is between crop reports, and the necessity of some action that will bring about more uniformity, or at least result in the government reports being more thought of than they are at present, which if were the case, might cause some of the would-be reporters to quit their jobs. We do not say the government reports are wrong, but taking the final figures of the wheat crop in Ohio and Missouri, the state officials had the situation sized up much better than the government, and did so several months sooner. Other differences have occurred in various states between the different reports.

Considering the amount of money appropriated for the purpose of gathering crop reports, the Bureau of Statistics is doing no doubt excellent work. We understand that the first crop reports issued by the government were, in 1862, and in 1865 the first distinct separate provision was made for collecting agricultural statistics and \$20,000 was appropriated. The appropriation for the past year ending in June was about \$225,000, and it might be of interest to you gentlemen to know just how the government gets at the information. The reports are based upon information obtained from a special field service, a corps of state statistical agents and a large body of voluntary correspondents.

The special field service consists of 17 traveling agents, each assigned to report for a separate group of states. They systematically travel through the district assigned to them, carefully note the development of each crop, keep in touch with best informed opinion, and render written and



Members of Chief Grain Inspectors Nat'l Ass'n at Indianapolis.

Upper row, from left to right: Wm. Greiner, Indianapolis; G. H. K. White, New York; F. B. Tompkins, Peoria; Sam H. Smith, Chicago; F. W. Eva, St. Paul; F. W. Harrison, Detroit; W. J. Duffy, Philadelphia.  
Lower row: J. E. Henken, Cleveland; Seth Catlin, Boston; E. H. Culver, Pres. C. G. I. N. A., Toledo; Geo. F. Munson, Cincinnati; Alfred Anderson, secy, Buffalo; Sam D. Thomas, Baltimore.

telegraphic reports monthly and at such other times as directed. There are 45 state statistical agents each located in a different state. Each reports for his state as a whole, and maintains a corps of correspondents entirely independent of those reporting directly to the department at Washington. These State correspondents report directly to the State agents, and their reports are tabulated and weighted, and summarized by the State agent, who analyzes them in the light of his personal knowledge of conditions, and from them prepares his reports to the Department. There are about 2,800 Counties of agricultural importance in the United States. In each the Department has a principal county correspondent who has several assistants. These county correspondents are selected with special reference to their qualifications. They make the county the geographical unit of their reports, and after obtaining data from their assistants, and supplementing these with information obtained from their own observation and knowledge, report directly to the Department. In the townships and voting precincts in which farming operations are extensively carried on, the Department has township correspondents, who make the township the unit of the geographical basis of reports which they send to the Department each month.

Beginning with the planting, data is gathered and reports made as to the condition and coverage of each of the principal products. As the crop progresses the prospects are reflected in monthly condition reports upon each crop, said reports being expressed in percentages, 100 representing a normal condition. A normal condition of 100 would be the condition of the plant where it gives promise of such a crop as might be expected if the plant were not subjected to damaging influences but grew bountifully and under favorable conditions, including favorable weather, freedom from insects, etc. A normal crop is not a crop which might be raised by exceptional skill or by an exceptional farmer, but such a crop, that planted and cultivated, will be produced if not subjected to damaging influences. At harvest time the yields per acre are ascertained, which being multiplied by the acreage figures already given, give the production for the year.

In order to prevent any possible access to reports which relate to speculative crops and render it absolutely impossible for premature information to be derived from them, all of the reports from the State agents and special field agents are sent weekly to the Secretary of Agriculture in envelopes marked with the letter "A." These are delivered to the secretary in sealed pouches which are opened only by the secretary. The reports and the reports with seals unbroken are immediately placed in a safe where they remain sealed until the morning of the day on which the report is issued. The combination for opening the safe is known only to the secretary and assistant secretary of agriculture. Reports from field agents covering more than 500 miles from Washington are sent by telegraph in cipher, and those from State statistical agents and special field service are sent in envelopes marked "B" to the Bureau of Statistics and kept securely in the safe until required by statisticians, while the reports from county correspondents and others are sent to the chief of the Bureau of Statistics by mail in sealed envelopes. After the reports from the different counties are tabulated a true-weighted figure is secured.

The work of making the final crop estimates each month culminates at sessions of the Crop Reporting Board composed of five members presided over by the Statistician. The meetings are held in the office of the Statistician, which is kept locked during the session, no one being allowed to enter or leave the room and all telephones being disconnected. With all this data before the Board each individual member computes independently on a separate sheet or a final computation slip his own estimate of the acreage, condition, etc. These results are then compared and discussed by the Board and the final figures decided upon. The report is then given out at the announced hour to the Telegraph Company.

Probably never before has there been so much comment upon the government reports as there was in May and June of the present year. You all no doubt remember the controversy between James Patten and Secretary Wilson regarding the amount of wheat in farmers' hands on March 1st, but a large percentage of the general public and those in the trade thought Patten was nearer right than Wilson.

Your committee is of the opinion that probably there are too many crop reports.

It would be much better if the government were able to compile reports that would be more thought of, and so much of the report must come from persons who receive no compensation, it is reasonable to expect that the parties making these reports are not as careful, or as interested, as they would be were they receiving something for their labor. Possibly a larger appropriation by Congress for this work would bring about the desired results. We hardly think it a wise plan for this Ass'n to go into the crop reporting business, altho such a movement has been suggested by former committees, and the subject has been discussed. Many think there is no reason why this Ass'n cannot establish a Crop Reporting Bureau as well as the hay and some of the grain and millers' associations.

Your committee has one important recommendation to make, which is that this Association is not in favor of having the government crop reports issued at 10 o'clock, Washington time, or fifteen minutes before the closing time of the various grain markets. In our opinion the report should be given out about thirty minutes later, when the shipper, miller or dealer in the interior can get as much benefit out of it as the man located in some market. In other words, issuing the reports as at present gives the city chaps the information and a chance to act upon it before the country boys know what has happened. We recommend the adoption of a resolution asking that this change of time be made, and also a resolution urging Congress to make a larger appropriation for crop reporting work.

Respectfully submitted,  
Fred Mayer,  
B. A. Lockwood,  
Bennett Taylor,  
Committee on Crop Reports.

E. L. Rogers: I believe the time of issuing the Government Report should be changed as recommended by the committee.

Sec'y Courcier read the report of C. S. Bash, chairman of the transportation committee, urging the adoption of an average demurrage rule.

### Report of Com'ite on Transportation.

Your Committee on Transportation begs leave to report a very uneventful year so far as any changes having been brot about by your Committee on rules of demurrage or the payment of claims for losses on grain products sustained by the shippers and receivers on account of delay in transit and at terminals.

Your Committee has not that it wise to ask for any legislation, either State or National, pending the outcome of the meeting of the Railroad Commissioners and the Traffic Managers of some of the largest Industrial Organizations in this country with the Interstate Commerce Commission at Washington, D. C. Much information of a general character was given at the hearings and a better feeling was unquestionably brot about between both the

road and shipper and receiver.

**Average Demurrage Rule:** The consensus of opinion was decidedly in favor of an average demurrage rule and this system it was also agreed was the best from the fact that it furnished a stimulus to the shipper and receiver for the prompt loading and unloading of cars without entailing any loss or hardship upon the Railroad Company. Your Committee therefore urges upon this Body the importance of the passage or resolutions endorsing the average demurrage rule and asking the Interstate Commerce Commission to embody same in any code of rules on demurrage which, in the judgment of the Commission should be adopted.

Your Committee would further report that many of our Railroad Companies have changed their systems of paying claims and some of them now are especially prompt in this respect. Your committee wishes to commend this action of the Railroad Companies and believe a resolution of commendation for this action be passed together with a request that all roads that have not so far participated in this system of prompt settlement of claims, be asked to at once notify their Claims Departments so as to put them on a similar basis and your committee recommends that the Secretary secure at once the names of the roads that have already made the change and that a list of the same be sent to every member of this Association.

Your Committee notes with pleasure that every Railroad Company in the United States is now engaged in a rapid repair of all equipment and they especially commend this action of the Railroad Companies in ordering every car to be refitted for grain when it is found possible to do so. This action on the part of the Railroad Companies is greatly to be commended and your Committee would suggest the passage of such resolutions as would convey the due and sincere appreciation of this Ass'n of their action in behalf of the Grain Trade.

Your Committee notes an extension of diverting stations and milling in transit privileges for the grain trade, which we also wish to commend to your attention and suggest an acknowledgment at your hands. Our Committee in conclusion suggests that any action looking to very radical changes be delayed pending the action of the Interstate Commerce Commission.

E. L. Rogers, chairman, read the report of the Legislative Committee. From it we take the following:

### Report of Com'ite on Legislation.

The great corporations and transportation companies, every one of them, have the able and shrewd representatives on guard and under well paid salaries at the Capitols of the different States and the Nation, who are continuously present when the State legislatures and Congress convenes to act as pickets and sound an immediate alarm at the first intimation of any detrimental legislation that might be passed for adoption and it goes without saying that these agents are kept very busy reporting to the various headquarters. It is needless to add that we must constantly be on the alert to give a timely warning to the officials of this organization, and like the sentinel crow that perches on the tree top, while the flock of trespassing birds is scratching out and devouring the seed corn from the furrows in the field that has but recently been planted, when the farmer or his helpers appear first in sight with the gun, the outpost crow immediately gives the alarm with its caw! caw!—away fly all the crows, soon off in the dim distance safe and entirely out of harm's way. This may be a good object lesson for our Committee.

In the line of beneficial legislation, I am inclined to imagine that all are agreed upon this point, that we, as an Ass'n cannot get too much of the good laws of the Legislature.

Like the old Fenian who attended a very spirited meeting of the brotherhood, when matters of legislation were being vigorously discussed, and was called upon to give expression to his views upon the subject, excitedly arose from his seat and exclaimed "friends and brothers, you see, I am very deaf and haven't heard a word of what has been said and don't know just what yez want, but whatever it is, be jabbers! we're bound to have it."

More seriously speaking, there appears to be an impression among our membership and the grain trade at large, that all manner of legislation inimicable to our interests that has been before Congress is really practically settled or withdrawn. Now it is our bounden duty to disabuse your minds



Jas. L. King, Philadelphia, Pa.  
1st Vice Pres.



of that idea, for soon Congress will be in session and all of the objectionable matters that may affect our Assn and its purposes are liable without a moment's notice to "bob up serenely," and we must be ready to assert ourselves for the right.

To put ourselves squarely on record, we declare this Committee, and I believe the majority of the members of the Association, as opposed to the Federal Inspection of Grain and particularly as provided for in the McCumber Bill.

Diverting charges should be absolutely abolished as they were only allowable and tolerated when car congestion was general, and it was that that this diversion tax would have a tendency to prevent delays, and facilitate the prompt unloading and discharging of cars and improve the unsatisfactory traffic conditions then existing. The cause now being removed, this objectionable tax should be forthwith eliminated and furthermore as the milling in transit privileges are free, so should all grain diversion be.

We still hold that the rescinding of the duty on wheat from Canada would do much to check the "cornering" of this grain by speculators, which has in late years become a serious menace to the trade.

In the matter of demurrage, it is our opinion and belief that it should be uniformly reciprocal and not otherwise.

As to the Bill of Lading, we feel confident that this Assn will only sanction a document that is simple and free from all ambiguities, plain in its terms and wording, avoiding all unnecessary verbiage, complex words and uncertain expressions that are liable to be misconstrued. What is needed most is a tersely worded bill that will hold the transportation companies liable, and make safe the interests of the merchant and give the banks full security.

We recommend to this Assn the amendment of the act to regulate commerce, which the National Industrial Traffic League proposes to introduce at the coming Congress, a bill embodying therein the particular changes in said act as to protection of erroneous quotations, "the rights of shipper to route freight" and the granting to the Interstate Commerce Commission of authority to suspend a proposed advance in rates.

H. W. Robinson, pres. of the Nat'l Hay Ass'n, read a paper on the "Advantages of Ass'n Co-operation," from which we take the following:

## Advantages of Association Co-Operation.

Our times are the grandest the world has ever known and like every age of consequence, we have our characteristics. As we read of the ages of architecture, literature, art, and philosophy, so the historian will record this as the age of industrialism. We are living in the universal times composed of all the creative periods; for so

much of the materials used in the present structure have been furnished by the preceding ages. The intensity of our activity has been toward development and utilization. The degree of our progress has been so rapid that we have oftentimes been unprepared and unable to master the problems of the 20th century whereby we might attain the most successful ends. As a result, men in particular lines of work found it advantageous to meet and counsel. Thus the beginning of the trade organization.

The value of concentration of that has become so thoroughly recognized as beneficial and advantageous in any special line of business that the trade organization is found in almost every important branch of our commercial system.

Organization has been a natural sequence of our growth. It has been a necessity in order to keep abreast with the times rather than a fancy as we have found movements of this character in bygone periods. The purposes of organization are manifold, but I would only recite a few from the standpoint of bettering commercial institutions. The trade Ass'n first affords an opportunity for social intercourse which from a psychological standpoint is essential to attain the highest degree of success. It has enlarged our field of vision and broadened our views. It has created and developed better plans by which trade is carried on at the same time tempering prejudices that naturally arise against any changes in the regulation of business. However, I only note these in a passing way to lead up to the advantages of ass'n co-operation, for in dealing with such a subject it is essential that we have a clear understanding of the parts that go to make up the whole.

Cooperation in the broad sense of the term is not only essential to progress but is necessary in the perpetuating of our institutions. Upon it depend the success of the family, the community, the city or the nation; so in this age of trade associations, we find it not only advantageous and profitable to cooperate but the activities demand it in order to perpetuate our industrial undertakings. Some lines of trade may seem independent in a way, yet generally speaking, every one is dependent upon some other. For example, the success and progress of the hay or grain business is primarily dependent upon the development of the institutions pertaining to production and consumption of the commodities we handle, and secondarily, upon the success and advancement of transportation facilities, our banking system and the like. I can think of no better illustration for this primary dependency than the fact discovered a few years back by our agricultural students that the increase in demand for corn was greater than our increase in production. The grain dealers or agricultural students that the increase ass'ns were asked to cooperate with the corn growers ass'ns to increase the production and it is sufficient to say that the results, if figured in bushels or dollars would be amazing. I might cite you to scores of such illustrations, but time forbids.

Passing then to secondary dependencies, will say that it behooves especially the grain organization to keep in the closest touch with our banking associations, for the intensity of spirit during these years to amass wealth quickly must sooner or later come to a crisis demanding the concentration of brain power to avoid a catastrophe to our general industries. I do not make this prediction in a spirit of pessimism for all signs point to a bright future. But there are certain systems and practices that must be adjusted and united effort will be needed.

It might seem unwise for me as the executive of the National Hay Ass'n to touch upon the subject of cooperation with transportation companies yet I justify myself by referring to the Hay Rate Case as the product of another period since the achievements of nine or ten years now amount to more than centuries of old. I firmly believe if the controversy was the result of present conditions, it would be adjusted to satisfaction by the Hay Ass'n and the Transportation Ass'n of the railroads. I venture to say this because it would be in keeping with the spirit and methods of the age. In dealing with this subject, I would not attempt to carry the impression that the spirit of competition and rivalry for supremacy is the rule. It is the contrary. No period ever offered man the inducements to do things as does ours. Scientific research was never at such a premium. The Cook-Pearry controversy is but an example of the struggle of today. We are doing things and quick and fast that if the problems of the hour were to be cast into the hands of men of affairs fifty years ago, they would collapse because of the magnanimity of them; and why? Because the amassing of that and effort were not the order of their day. But the time of reconstruction of industrial affairs was at hand. It was started by the concentration of individual efforts of men and then the corporation from whence came the trust with all of its good and evil, the evil much overbalancing the good.

I only mention the so-called trust because it became a factor in our commercial system and because it served as an incentive to form trade organizations. Our various branches of industry foresaw the danger of it from many aspects and I mention in particular its tendency to destroy individualism, which from an ethical standpoint has been one of the safeguards of our gigantic systems. This underlying strata in the foundation of our associations alone should make every American engaged in commercial pursuits proud to be identified with a trade ass'n pertaining to his particular line of business.

Like business communities, we find almost every ass'n closely allied to some other; and in this connection, I want to consider the relation of the Grain Dealers National Ass'n to the National Hay Ass'n. I suggest this because it is exceptional to find two strong trade associations with interest more closely allied and I think that nearly half of us are engaged in both branches of business. The Hay Ass'n is somewhat the older and from its growth and success may be attributed the organization of the Grain Ass'n. Our purposes are similar. Both had to pass thru a period of depression before becoming successful and today both are in a healthy growing condition at the highest point of value in their existence. We have at all times upheld each other in the formation of grades and trade rules as well as in the execution of same. Thru harmonious work both have become the stronger. It is due to our friendly relation that the Hay Ass'n is represented on your program, and in behalf of that organization, it affords me great pleasure to extend to you the right hand of fellowship at all times and assure you that we stand ready to give and receive assistance that may be of common interest.

In concluding, I cannot refrain from repeating the sentiment I expressed in the beginning that we are in business at a time that demands organization for the preservation of our spoke in the industrial wheel.

## Presentation of Silver Loving Cup to President Reynolds.

Chas. England: The position of president of the G. D. N. A. is a high honor to which to aspire. To close two terms of office as you have done and endeared its members to yourself is a quality rarely found in man. Most of us recall your efforts during the life of the ass'n. It is that unselfishness, that desire to carry the

## Officers of G. D. N. A. 1909-10.



From left to right: 1st v. p. J. L. King; Sec'y John F. Courcier; Pres. A. G. Tyng; 2d v. p. E. W. Seeds; Directors J. W. McCord, G. L. Graham, A. R. Sawers, Tom Morrisson, L. A. Morey.

organization that has made your administration so successful.

Your brothers in the ass'n have chosen me as their mouthpiece to express their appreciation.

On behalf of your friends in the National Ass'n we wish you to look upon this as a high token of their appreciation (Continued applause.)

A. E. Reynolds: Well boys; you take somewhat of an advantage of me. You certainly overwhelm me. You did not owe me this, and the fact that you did not owe it to me makes me appreciate it all the more.

When one is exalted to a position which I recognize you exalted me to when you elected me as your President, one assumes not only a responsibility, but he owes it to those who advanced him to the position to give the very best there is in him. In my humble way I have tried to do that. If I have succeeded it has been more on account of the loyalty of you who have stood in the rank and file of battle, who have gone at my command, who have come at my beck and call, who have given me the assistance and the kindly consideration that you have given me—more to them is the honor due than to him who stands at the head for the time being.

I have not at my command words to express my profound appreciation of it; and as I retire today from the head of the Ass'n, I want you to know that I return to the ranks as thoroughly determined to work for this Ass'n and to assist its President in every way I can to help it to be a success as you have been constant in assisting me throughout my incumbency in this office.

As I look down the vista of the future and see one by one these earnest workers retire to the ranks of the superannuated; as I see the time when I myself will be in that class, I imagine that I can see when the shadows shall have longed grown about the firesides east, west, north and south, the many friends whose hearts are enshrined in this chalice, and I shall ever gaze into the fire when those days come with the sweet memories of an increasing love for all those the recollection of whom this will bring back to me. Gentlemen, I thank you. (Applause.)

Upon the cup was engraved the following:

Presented to  
A. E. REYNOLDS  
By members of the G. D. N. A. as a token  
of esteem and appreciation for his earnest  
work in behalf of the Organization.  
13th Annual Convention  
Indianapolis, Ind.,  
Oct. 8th, 1909.

Geo. A. Wells, sec'y of the Western Grain Dealers Ass'n, read the following paper on the Grain Dealers Nat'l Ass'n and the Proposed Federation of Grain Exchanges:

## The Federation of Grain Exchanges and the National Ass'n.

I have been Secretary of a Grain Dealers Association for about ten years and thoroughly believe that the time has come when a complete organization of the grain trade as a whole is absolutely necessary.

I have indulged in a good many Ass'n pipe-dreams, as an ambitious Secretary must necessarily do. The ideal situation dreamed of and desired, however, as a rule is only accomplished in part and often when we awake we find some of the dreams to be irrational and out of line with practical common sense. This it would seem, however, is incidental to the natural process of development.

The first efforts of organization in the grain trade were no doubt prompted to some extent by selfish motives and for selfish purposes, but as we progress along these lines, it is being recognized that such organizations as Boards of Trade and Grain Dealers Ass'ns must develop laws unto themselves that are just and equitable to all concerned, and that the rules and regulations promulgated by them must be fair to the public whom they should serve to some extent.

In fact all trade organizations should be considered quasi-public and as having some degree of responsibility to society at large.

Grain trade organizations have been too slow in recognizing their responsibility to society and the public, and because of the fact that the spirit of selfishness has been allowed to dominate the policy and rules to some extent, we have invited antagon-

istic agitation, followed by more or less irrational legislation.

In the broad sense, we should recognize the fact that there is need of, and that there has been a decided uplift, in the moral standard, partially as a result of such agitation, and unless the grain trade can demonstrate its ability to govern itself judiciously and with justice to the public we may unquestionably look for further governmental supervision or control.

The grain trade can, in my opinion, govern itself to the satisfaction of the public and in such a manner that there will be no need of the expensive machinery of governmental supervision or control, and that the grain producer and farmer cannot obtain in any manner a better result in his interest than may come from the present condition, under the existing laws, that are sufficient to prevent combination and restraint of trade; if in co-operation with this situation there should be a complete organization of the entire grain trade of this country, through which may be obtained a most efficient and economical distribution of our grain products.

Professional ability in the grain trade is a benefit to the farmer and the idea that prevails to some extent among farmers that the middle man or grain dealer is unnecessary is a ridiculous fallacy. Special fitness and practical experience is necessary in the grain trade just as much as in any other business.

This has been demonstrated in Iowa and other Western states during the past few years where farmers have been engaged in the grain business by the organization of so-called Farmers Elevator Companies. These companies undertake to monopolize the grain business by requiring the farmers who are stock-holders to pay a penalty when they sell grain to other buyers.

The grain farmer has as a rule been paying more for grain than these farmers companies and are making reasonable profits, while the farmers have generally been losing money.

The farmers companies manage their business by Boards of Directors, who are farmers that as a rule lack technical knowledge of the business of merchandising grain, and who are unable to compete with the professional and competent grain dealers.

It requires professional ability to merchandise and distribute the grain crops of this country, and the farmer as a rule, a farmer in Iowa may find it way expeditiously and when needed to the jungles of Africa, or any other more or less remote parts of the world.

Any governmental legislation that handicaps the ability of the professional grain merchant to perform his business expeditiously and economically is detrimental to the interests of the producer and the only proposition that the producer should require is that the grain trade organizations be not allowed to become selfish and powerful enough to exact excessive profits.

The grain dealers have during the past ten years, to my knowledge, demonstrated to a large extent their ability to govern themselves judiciously and with justice to the public.

The constitution and by-laws of all Boards of Trade, Grain Exchanges and Associations invariably set forth high standards of moral responsibility, but like the church, the individual member does not come up to those standards because of the selfish spirit that dominates every man's nature.

Many abuses have been corrected by the grain trade itself to a large extent, and this improvement in conditions has come about by the demands, and because of the conflicting and varied interests within the grain trade itself.

Country shippers and grain dealers ass'ns made complaint and the terminal market organizations were influenced by them to correct the abuses thus complained of, and as a rule the Boards of Trade responded promptly to these complaints by using the machinery of their organization to correct the abuses, but the Boards of Trade up to this time have been to some extent prompted to do this by competition as between the different terminal markets, which competition it would seem may be largely eliminated by the proposed federation of grain exchanges.

It is quite natural for the officers and members of large Grain Exchanges to feel that they are competent to promulgate judicious rules and regulations affecting the public, but I contend that human nature is endowed with so much selfishness that a person, or a number of persons of the same class, having similar interests as an organization like a Board of Trade, are almost certain to lean towards their own interests, and are not always informed of the views or the practical requirements of those whom they serve, and who are not members

of the Exchanges, and consequently have no voice in the consideration of such questions as may affect them.

The country shipper and the local distributor are important factors in the grain trade, as they have extensive business relations with the members of the different Boards of Trade. In fact the commission merchant who holds the membership in the Board of Trade is merely the agent of the country shipper and the local distributor.

The interest of the country shipper is identical with that of the producer, and the local distributor with that of the consumer, and they should have the privilege of an impartial hearing and decision on any questions that may arise as between them and the grain exchanges.

The Grain Exchanges should have the same privilege with other grain trade organizations or individuals, and a refusal to grant a hearing or an arbitration by any organization or individual in the grain trade should be held as guilty of unethical conduct and subject to a penalty. Grain trade organizations should:

- (1) Promote economy in the mechanical and commercial facilities of distribution.
- (2) Adjudicate differences by arbitration.
- (3) Disseminate pertinent information and

- (4) Educate law makers in regard to the practical requirements of the grain trade and inform them of the facts in refutation of attempts at irrational legislation.

It is natural that each class in the grain trade should have its organization, but it would seem that we should have in this country a grain trade organization that will act as the higher tribunal of appeal for all other grain trade organizations, including especially the Grain Exchanges, Boards of Trade, and State Ass'ns and thus harmonize the differences that may arise; as, for instance, between country shippers and the terminal market dealers.

There is complaint that dealers default on contracts; that grain purchased under out-going inspection certificates is not up to the grade purchased; that exporters are not shipping grain equal to the grade purchased, etc. All of these matters could be investigated and judiciously disposed of with the result of improved conditions by the machinery that might be provided by the organization that would be recognized as the highest tribunal in the grain trade.

The grain trade is subject in a greater or less degree to federal legislation, and bills are being continually presented to Congress at every session to satisfy an irrational public sentiment, or as slogans to maintain political positions.

These bills are usually considered hurriedly, without having at hand much specific or practical information, and often with a spirit of prejudice, and it is impossible to educate Congress in the details of these questions by sending a delegation to appear for a few moments before a committee, and such delegates are usually unprepared to offer technical or specific information.

The grain trade should have a permanent representative in Washington, whose business should be to see that the members of



J. E. Collins.  
Cincinnati, O.; Garrett, III.



Congress are individually provided with all the information necessary to enable them to act intelligently on any Bills that may come before them affecting the grain trade.

The Grain Dealers National Assn should be established on such a basis as to be able to perform the work that I have outlined, and should have the moral and financial support of the grain trade at large, including the Grain Exchanges and other Assns, and be recognized as the court of final appeal, to have authority and facilities to conduct investigations, and to deal with national legislation.

The proposed federation of Grain Exchanges will not meet with favorable public sentiment unless it is known that the public may have an impartial hearing before a recognized higher tribunal, such as I believe the Grain Dealers National Assn should be.

If this cannot be accomplished, then it is probable that the best arrangement would be to have a commission appointed by the Government with similar relations to the grain trade as the Inter-State Commerce Commission has with transportation, having the power to conduct hearings and make investigations to such an extent as may be necessary to protect and satisfy the public, anticipating that such work by a Commission would demonstrate that there is no necessity of the expensive machinery that would be required to carry on the work of federal supervision or control.

In conclusion, I would say that the Western Grain Dealers Assn, of which I am Secretary, represents the interests of country shippers and the expressions that I have received from our members prompt me to say that we are in favor of a federation of the Grain Exchanges if the purpose of such a federation is to promote uniformity in rules that effect an economy and prevent abuse in the grain trade, but that we are opposed to the federation if it is for the purpose of promoting rules that will place additional charges or unreasonable requirements on the country shippers and producers.

And that if there is to be a federation, there should also be a complete organization of the grain trade with the Grain Dealers National Assn established as the highest tribunal of appeal to be supported morally and financially by the different grain trade organizations, especially the grain exchanges, boards of trade and other grain dealers assns.

H. S. Grimes read the report of the Comite on Resolutions, and the following were adopted:

## DELEGATE TO NATIONAL COUNCIL OF COMMERCE.

Whereas, there has been organized in the city of Washington what is known as a National Council of Commerce, which invites all industrial and trade organizations to become members for the purpose of bringing the Department of Commerce and Labor in a closer touch with the needs of the business of the country, and

Whereas, there is pending in the National Congress certain legislation in which the Grain Trade of the whole country is deeply interested, and believing that a connection with the National Council of Commerce will be of vast benefit to the Trade, therefore be it

Resolved, that the Directors of the Grain Dealers National Assn are requested to secure a membership in the National Council of Commerce, which permits one delegate for each membership, and that they appoint President A. E. Reynolds to be such delegate.

## SPECIFYING TIME LIMIT IN TELEGRAMS AND LETTERS.

The question as to the advisability of embodying in the Trade Rules of this organization a new rule affecting the time limit that should be named when traders are trading under the rules of this Association, and how long those interested should allow each other as a limit to accept or decline offers made on grain and other products dealt in by members of this organization.

Your Committee felt that there was such a wide difference as to the necessities of the time limits on account of the different trading points, that it would be unwise to embody in our Trade Rules a new rule governing this particular point, that a specific time be named in the telegram when the option on bid contained therein expires.

## INCREASING CROP REPORTS COMMITTEE.

Feeling the necessity of increasing the Committee that is now represented as, and called the Crop Reports Committee to the

number of eleven instead of the present number, three, it is hereby

Resolved, that this Convention increase the number to eleven.

## AMENDMENTS TO ARTICLE 4 OF THE BY-LAWS.

Section 7. Any member who may be delinquent in his dues shall not vote or speak upon any question, at any meeting of this Assn., nor shall he be allowed to resign until after such dues have been paid. Members in arrears for one year, shall, upon the recommendation of the Executive Committee, be stricken from the roll; provided, that upon the receipt of positive refusal from a member to pay his dues in accordance with the requirements of this article, the Secretary shall, with the approval of the Executive Committee, strike the said member from the roll and notify the direct members and Secretaries of Affiliated Assns, of the action; provided, further, that this section shall not be construed in conflict with Section 8 of this article.

Sec. 8. Any member in good standing, with dues then paid up, may resign from this association, at any time, by filing his written resignation with the Secretary-Treasurer; provided, however, that no resignation can be accepted while unadjusted trade differences exist, or while arbitration is pending, or while an award of the Arbitration Committee, remains unsettled. (See Section 9 of this article.)

Sec. 9. To render section 8 of this article of full force and protection to members, the Secretary shall, upon receipt of a member's resignation, immediately send a copy of the full text of the resignation to direct members and Secretaries of Affiliated Assns, at the expiration of 30 days from the date of notice, no objection shall be filed, the Secretary shall notify the resigning member that his resignation has been accepted, and report the result to direct members and Secretaries of Affiliated Assns.

## TO CLOSE EXCHANGES AT ONE O'CLOCK.

This Association has been requested by some of the members of the leading Boards of Trade, to present, and if possible, adopt the following resolution, Be it

Resolved by the Grain Dealers National Assn, that in the interest of the members of the different Boards of Trade and Chambers of Commerce to adopt a new rule as to closing their daily sessions and naming the hour at 1 P. M. instead of the present closing hour, 1:15. This to apply to all business days during the week with the exception of Saturday, and the same hour that is now the custom, to be continued on Saturday, 12 o'clock noon.

## FAVOR STEEL GRAIN CARS.

Whereas, The Grain Shippers and Carriers of the Country suffer annually untold losses by reason of defective cars, and

Whereas, The Railroads of the country build steel cars for carrying coal, oil, mail, and passengers, and

Whereas, The Illinois Grain Dealers Assn, and the Indiana Grain Dealers Assn have several times passed resolutions petitioning the Carriers to build steel cars for shipping grain, and

Whereas, Many of the Companies have, and are investigating the question of steel cars for the transportation of grain, therefore, be it

Resolved by the Grain Dealers National Assn in Convention assembled in the city of Indianapolis, that it is the sense of the Grain Dealers National Assn, and it does hereby respectfully represent unto the railroads, and earnestly urge upon them, that hereafter when placing orders for additional box cars, that they order them constructed of steel.

Resolved, that the Secretary be hereby requested to forward a copy of these resolutions to the proper officer of each Carriers' Company who do a grain carrying business.

Resolutions of thanks to members of Indianapolis Board of Trade, to Indianapolis Ladies, to the President and Secretary, to the Speakers and to the grain journals were adopted without opposition.

A resolution by Charles Rockwell asking that carriers be fined \$1 per day for delaying loaded cars at Junction points was laid on the table.

The resolutions were adopted as read except that Mr. Rockwell's resolution was laid on the table.

Considerable discussion followed on stating time in telegrams.

H. S. Grimes: Mr. Beatty made this suggestion: That in sending your telegrams on any important matter you begin the telegram by stating the time that you send it from the telegraph office or your office; for instance, "11:15. Bid 45 for oats. Limit of acceptance 30 minutes."

A. E. Reynolds said we have the telegram, the cablegram and the marconigram. Now we have the Beattygram.

E. M. Wasmuth moved that resolution by Mr. Rockwell be not adopted.

E. W. Seeds: After listening to Mr. Wells' address this morning, it has been suggested by some that it might be appropriate for us to express our approval of the proposed Federation of Grain Exchanges, and offer them our support and cordial co-operation in any organization that they may see fit to form that will have for its objects the betterment of the grain trade in general. That sentiment could be formulated in a resolution by the secretary. I make that motion on that ground.

A. G. Tyng thought it too early to approve.

E. L. Rogers opposed the motion.

P. S. Goodman: I doubt if there ever will be any conflict between the G. D. N. A. and the proposed federation of grain exchanges.

A. E. Reynolds: We stand at all times ready to take care of any and all questions that may affect the grain trade.

H. S. Grimes favored organization of grain exchanges.

E. W. Seeds. The gentleman is in error in saying that I asked you to approve the Federation as proposed by Chicago. I did ask for approval of the proposed Federation, or a federation of the Grain Exchanges as proposed—not any particular plan, but the getting together of the exchanges.

Sec'y Courier: As I understand the sentiment here, you wish to express to the grain exchanges of the country a broad association feeling, and to say to them that the Grain Dealers National Assn stands now, as it always has stood, as furthering the interest of the grain trade regardless of what channels emergencies may from time to time suggest.

Mr. Rogers withdrew his objection to the resolution as worded by Mr. Courier, and Mr. Seeds' motion was carried.

E. H. Brown: I move that a standing committee of 3 on the Uniform B/L be appointed. Carried.

## ELECTION OF OFFICERS.

E. M. Wasmuth, for the Committee on Nominations, reported the following names for officers and directors for the ensuing year:

For pres.—A. G. Tyng, Peoria, Ill.

First vice-pres.—James L. King, Philadelphia, Pa.

Second vice-pres.—E. W. Seeds, Cincinnati, O.

For directors—L. A. Morey, New York, N. Y.; Chas. D. Jones, Nashville, Tenn.; A. B. Bleidt, Lexington, Ky.; E. L. Bowen, Iowa; John R. Marfield, Minnesota.

On motion of Mr. Wasmuth, the report was received and adopted.

On motion of Mr. E. L. Rogers of Philadelphia, Pa., the rules were suspended and the secretary directed to cast the ballot of the convention for the election of the various nominees to the respective offices named.

The ballot having been duly cast, the election of the said nominees was declared by the chair.

Pres. Reynolds: Gentlemen, in the final moments of my administration there

is nothing that adds so much to the eclat and joy of the occasion as the feeling that we have succeeded in placing this Ass'n on a higher plane of dignity. We are not a trivial trade organization seeking for a few more dollars in our pockets, but we are now, as has been shown from high sources, on a dignified plane, and are being recognized by the powers that be throughout the country.

I want to briefly thank you for the honors that you have bestowed on me, and which you have faithfully helped me to administer. It is a great pleasure to be able to turn this Ass'n into the charge of a man that I know will sustain it in its present elevated position of dignity and usefulness. (Applause.) I have the honor of introducing to you your new officers. You all know them.

A. G. Tyng: I appreciate more than I can express the very great honor which you have conferred upon me. I regard it as an honor second to few in the United States. It is not necessary for me to take your time in explaining the needs of the Ass'n. The principal need is that we continue as we have done in the past two years working together shoulder to shoulder for the good of the trade. I believe if we continue in that same spirit that we will continue growing, and that the Ass'n will year by year grow in importance and in strength. (Applause.)

After words of appreciation and thanks from 1st Vice-Pres. Jas. L. King, 2d Vice-Pres. E. W. Seeds and Director L. A. Morey, the meeting adjourned sine die.

### The Smoker.

Part of the entertainment of the dealers attending the convention was a stag affair on Thursday evening in the Board of Trade Assembly Hall, which had been decorated with American flags.

The visitors were welcomed by a reception committee and shown into the hall. Edgar H. Evans, vice-pres. of the Board of Trade, began by telling funny stories which were well received. The remainder of the entertainment was furnished by professional talent, consisting of a male quartet who were heartily encoored, an excellent cornet soloist and sleight of hand artist, who changed quarters into nickels even while Henry L. Goemann was holding them tightly in his clenched hand.

All joined in the chorus when the quartet rendered a stein song, "Harrigan," "It Looks Like a Big Night Tonight" and "America." An orchestra completed the musical features.

Refreshments were served in the dining room where colored men served coffee, lemonade and punch. The guests ate and drank their fill standing about the tables loaded with sandwiches, olives, pickles and cheese. A center table was very tastefully decorated with flowers. A member of the reception committee had cigars on tap at the door for those who had consumed the smokes passed to all in the hall.

Many of the dealers drifted into the reading room of the Board of Trade next the dining room and made themselves at home in the luxuriously cushioned settees. The hour was late when the last guest departed.

### Convention Notes.

Big Chief Culver of Toledo was sporting a "Toledo for me" button.

Our Boy Solomon cigars were distributed by John Keller of C. A. King & Co.

The golden ears of corn of the Grain Dealers Journal were as popular as ever.

R. A. Sheets passed out turtle paper weights.

The photographers left everyone trying to look pleasant.

Oval pocket mirrors were distributed by the Marfield-Tearse Co.

John C. Keller of C. A. King & Co. had the Ohio crop report early for those interested.

George H. Schroeder of Milwaukee entertained several grain men at the Park Theater Thursday eve.

New Lincoln pennies were distributed by the Durable Wire Rope Co., Bert A. Boyd and Fred W. Kennedy.

A book of Views of Indianapolis were presented to each visitor with the compliments of the Board of Trade.

A watch fob representing a sheaf of wheat was presented with the compliments of Philip H. Schifflin & Co.

The postal cards bearing views of the Illinois State Grain Inspection Dept's offices were attractive and instructive.

Bull and Bear coins were flipped for good luck at everyone by Edward Pfagge with the compliments of the Merchants' Grain Co.

There was no mistaking the Buffalo representatives. Each one had his badge pinned on the lapel of his coat with a large Buffalo pin.

Geo. D. Montelius of Piper City, Ill., exhibited two ears of perfect corn as examples of the well matured crop in his section of Illinois.

Bert Boyd won a blue ribbon for his remarkable success in photographing small groups of happy dealers with a snake-camera of special design.

Ladies who have attended former meetings of the Ass'n were sadly missed by those who find the pleasures of the G. D. N. A. conventions irresistible.

"The Liquor Question?" circulars advising the use of Kennedy Car Liners were neck and neck in the popularity race with Fred Mayer's water wagon cards.

The decorations of the meeting hall were most ornate. Palms, shrubs, long-stemmed American Beauty Roses and the national colors being used with pleasing effect.

Magazine pencils and a supply of leads were distributed by Mr. Sheldon of the Stockbridge Eltr. Co., and standard hexagonal rubber tipped pencils by Henry W. Brown.

The promotion of sociability kept the lobby well filled and the business sessions sparsely attended. Everyone desired to look his friend in the eye and exchange a cordial greeting.

The only man from the cracker state presented each delegate with a soda cracker neatly wrapped in oiled tissue and bearing the inscription "Georgia Cracker, Dan Joseph, Columbus, Ga."

Wednesday evening the Chief Inspectors, the chairman of inspection committees of the different markets and several millers met in the Palm Garden for a preliminary consideration of the report of the Comite on Uniform Grades and they had it.

The identification badges presented with the compliments of the Grain Dealers Fire Ins. Co., proved an attractive novelty. Each desired to pull the other's string whether he knew him or not. That was all that was necessary to learn a man's name and address.

Souvenirs were distributed with a lavish hand and the ladies especially were most generously remembered with beautiful bronze badges, the compliments of the Indianapolis Commercial Club. Bonbons, crackers, Lincoln pennies, pencils, watch fobs and a beautiful sterling Toledo spoon with the compliments of the "Two Freds" of J. F. Zahm & Co.

Immediately following adjournment the Board of Directors met and decided to hold the next annual meeting of the Ass'n at Chicago, Oct. 10, 11 and 12, 1910. J. W. McCord of Columbus, O., A. R. Sawers of Chicago, Tom Morrison of Kokomo, Ind., together with the President and Secretary will constitute the Executive Comite. Secretary Courcier was appointed another year.

An I. U. T. car after leaving Logansport for Indianapolis, Wednesday morning had a head-on collision with a "stray" car. Mr. J. J. Overmyer of Kouts, Ind., who was on his way to the convention was an occupant of the car. He was somewhat bruised and badly shaken up, but was able to attend the convention on Thursday. Fortunately, both of the motormen jumped before the collision, no doubt saving their lives by doing so.

The entertainment of the Grain Dealers National Ass'n during its convention was provided by the following subscribers: Indianapolis Board of Trade, Indiana Grain Dealers Ass'n, Denison Hotel Company, Fairbanks-Morse Co., Indiana National Bank, The Fletcher National Bank, The Capital National Bank, American National Bank, The Merchants National Bank, Grain Dealers National Mutual Fire Insurance Co., E. W. Wagner, American Hominy Co., National Elevator Co., Piel Bros. Starch Co., The Cleveland Grain Co., Acme-Evans Co., Evans Milling Co., Stebbins-Witt Grain Co., The Bassett Grain Co., H. E. Kinney, Bert A. Boyd.

Bert Boyd delighted the ladies, (he always does) with a brilliant red box of Harp chocolates and they suggested that he play the same tune again. When they opened the box and found the picture of him in the cocktail glass they felt their cup of happiness was filled at last. If Bert had asked an equal number of men the same question that adorned the card enclosed his bank account would have felt as tho an elephant had stepped on it. But as it was for the ladies they all had sweet tho'ts about him, sweet words to say to him and a few confidentially told that they would put his picture in their mirrors only it would make their mouths water. Bert, what did they mean by that?



Have a Cocktail with Me.



The National Ass'n of Feed Dealers was represented by Geo. A. Schroeder, sec'y, of Milwaukee, Wis., who remained during the entire 3 days' sessions.

The National Chief Grain Inspectors Ass'n held a meeting on the afternoon of Oct. 7 and re-elected E. H. Culver, Toledo, Ohio, president, and Alfred Anderson, Buffalo, N. Y., secretary for the ensuing year.

The Beattygram bears out the old saying that all good things come from the east, for it was brot to the Indianapolis convention by Edward Beatty of New York. A Beattygram is a telegraf message beginning with the hour and minute of filing, giving the recipient exact knowledge of the time in which the sender may be expecting the reply.

The supply men present were John F. Bassett, representing the Durable Wire Rope Co.; Wynn Ellis of the Ellis Drier Co.; A. S. Garman and F. M. Smith, representing the Huntley Mfg. Co.; M. E. Gifford Bag Co.; B. D. Heck, representing the Philip Smith Mfg. Co.; C. L. Hogle and J. H. Pank, representing the Invincible Grain Cleaner Co.; A. H. Kay, representing W. E. Caldwell Co.; E. D. Wilkes, Phil Hunker and Fred W. Kennedy, representing Kennedy Kar Liners; H. W. Fish and F. H. Morley, Jr., representing the Avery Scale Co.; H. S. Ransom, Chauncey E. Downey and W. B. Smith representing the Richardson Scale Co.

## Entertainment of the Ladies.

The number of visiting ladies was not so large as was expected, but those who did come were handsomely entertained and shown all the sights of the city.

At one o'clock on Wednesday, a reception was tendered them in the parlors of the hotel and at two o'clock, they were tendered a matinee party at the Majestic.

The same evening they were given a theatre party at the Grand Opera House, days spent in the Hoosier Capital.

Thursday morning they were taken in automobiles about the boulevards of the city and out to the famous Speedway. Returning, they were landed at the Columbia Club, where a delicious luncheon was served. The same evening, another theater party was tendered the ladies at the English Opera House.

A careless printer knocked the eye out of 12:30 so some ladies unfortunately did not go to Columbia Club until 2:30, after the luncheon was over, but they were well cared for.

All carried away many pleasing souvenirs of the Convention as well as a happy memory of a very pleasant three days spent in the Hoosier Capital.

## In Attendance.

Among those present were:

Richmond, Va.: Wm. P. Jarvis.  
Wilkes-Barre, Pa.: J. B. Yeager.  
Mt. Vernon, N. Y.: Chas. Rockwell.  
Birmingham, Ala.: Edward Wilkinson.  
Louisville, Ky.: C. T. Ballard and C. T. Ballard, Jr.  
Iowa: D. Rothschild, Davenport; Geo. A. Wells, Des Moines.  
Tennessee: Chas. D. Jones, Nashville; J. Allen Smith, Knoxville.  
Georgia: Joseph Gregg, Jr., Atlanta; Dan Joseph, Columbus.  
Pittsburg, Pa.: J. A. Geldel, Jos. A. McCaffrey, R. A. Sheets.  
Sioux Falls, S. D.: H. F. Shepherdson of Quinn-Shepherdson Co.  
Washington, D. C.: John D. Shanahan, chief grain standardization bureau.  
Milwaukee, Wis.: J. A. Mander, Geo. A. Schroeder, A. K. Taylor of Pags & Taylor.  
St. Louis, Mo.: John Dower, Supervisor of Weights; G. L. Graham, R. F. Scott of Picker & Beardsley Commission Co.

Cleveland, O.: F. W. Blazy, J. E. Heniken, Chief Grain Inspector, Y. L. Nigh of Cleveland Grain Co., F. E. Watkins.

Minnesota: V. E. Butler, Heron Lake; F. W. Eva, Chief Grain Inspector, St. Paul; W. F. Kelso, sec'y Minnesota state grain board, St. Paul.

Boston, Mass.: J. F. Hammers, Matthew D. Benzaquin, Wm. A. Campbell, Seth Catlin, chief grain inspector, Horace Cook, P. L. Glazier.

Michigan: F. W. Harrison, Chief Grain Inspector Detroit Board of Trade; W. F. Shelden, Jackson; T. W. Swift of McLean, Swift & Co., Battle Creek.

Peoria, Ill.: T. A. Grier, C. C. Miles and W. S. Miles of P. B. & C. C. Miles; Louis Mueller; J. H. Ridge; F. J. Tompkins, chief grain inspector, A. G. Tyng, of Tyng, Hall & Co.

Philadelphia, Pa.: J. L. King, E. H. Price, J. B. Pultz, E. M. Richardson, E. L. Rogers of E. L. Rogers & Co., and E. E. Delp of Delp, Dittinger & Co., and Chief Inspector W. J. Duffey.

New York City: Edw. Beatty; Jas. H. Bowne; L. W. Forbell of Forbell & Kipp, S. J. Hill, Jr.; Martin B. Jones; L. A. Morey of L. A. Morey Co.; G. H. K. White, chief grain inspector.

Buffalo, N. Y.: Alfred Anderson, chief grain inspector, Basil Burns of Burns & Yantis Grain Co.; F. E. Pond, sec'y Corn Exchange; Riley Pratt of Pratt & Co.; A. T. Ward of Townsend-Ward Co.

Toledo, O.: D. Anderson, E. H. Culver, chief inspector; W. W. Cummings, H. L. Goemann, Abner Guiteau of W. H. Morehouse & Co., John C. Keller of C. A. King & Co.; Fred Mayer of J. F. Zahm & Co.; John A. Smith; E. L. Southworth of Southworth & Co.; W. N. Mennel.

Cincinnati, O.: H. W. Brown; John E. Collins; C. L. Emrick; A. S. Gale and A. H. Gale of The Gale Bros. Co.; W. B. Quillan; Chas. B. Murray, executive sec'y Chamber of Commerce; Geo. F. Munson, chief inspector of grain and flour; H. E. Richter of The Gale Bros. Co.

Baltimore, Md.: Jas. A. Clark, H. E. Elbert of J. A. Manger & Co.; Chas. England of Chas. England & Co.; G. A. Hax of G. A. Hax & Co.; Harry C. Jones, Emery Kirwan, L. J. Lederer, Edward Netre, Wm. Rogers, Wm. Leroy Snyder of Hammond Snyder & Co.; Sam D. Thomas, chief grain inspector; Jas. H. Warren, chief weighmaster; Jos. Wirth.

Illinois: Tom Abrams, Tuscola; H. S. Antrim, Cairo; H. I. Baldwin, Decatur; R. C. Baldwin, Bloomington; J. L. Bush, Tuscola; H. C. Clark, Argenta; J. E. Collins, Garrett; Grant Conant, Wyoming; R. F. Cummings, Clifton; C. A. Dryer, Champaign; J. B. Gillespie, Jr., chief grain inspector, Cairo; H. H. Hanson, Villa Grove; H. L. Kage, Camargo; H. N. Knight, Monticello; Peter Kruse, Ficklin; C. R. Mitchell, Ashmore; Geo. D. Montelius, pres. Illinois Grain Dealers Ass'n, Piper City; F. M. Powell, Tuscola, with A. R. Sowers; L. Shulhafer, Champaign; Chas. B. Spang, Georgetown; J. P. Sledge, Champaign; S. W. Strong, Pontiac; E. M. Wayne, Delavan.

Ladies: Mrs. Thos. Abrams and Mrs. J. L. Bush, Tuscola, Ill.; Mrs. M. L. Conley, Frankfort, Ind.; Mrs. T. C. Crabbs, Crawfordsville, Ind.; Mrs. R. F. Cummings, Clifton, Ill.; Mrs. G. G. Davis, Tipton, Ind.; Mrs. L. W. Forbell, New York City; Mrs. W. B. Foresman, Lafayette, Ind.; Mrs. F. B. Fox, Tipton, Ind.; Mrs. P. S. Goodman, Chicago; Mrs. H. S. Grimes, Portsmouth, N. J.; Mrs. H. G. Harting, Elwood, Ind.; Mrs. Thos. Morrisson, Kokomo, Ind.; Mrs. A. E. Reynolds, Crawfordsville, Ind.; Mrs. J. H. Ridge, Peoria, Ill.; Mrs. A. R. Sowers, Chicago; Mrs. W. E. Shelden, Jackson, Mich.; Mrs. S. W. Strong, Pontiac, Ill.; Mrs. J. W. Van Waggoner, London, O.; Mrs. Taylor, Portsmouth, O.

Chicago, Ill.: Edward Andrew, L. S. Allen of Finley Barrel & Co., E. K. Canfield, inspection dept.; R. W. Carder of W. A. Fraser Co.; W. N. Eckhardt of Pope & Eckhardt Co.; A. E. Hartley with Sam Finney; W. M. Hirshy, rep. J. C. Shaffer & Co.; C. A. Johnson and J. C. McGinnitie with E. W. Wagner; P. S. Goodman, F. W. Mavrad, J. C. E. Merrill, H. H. Newell of Rovers Grain Co.; J. F. Oley rep. Albert Dickinson Co.; Geo. H. Phillips; Edward Plage, rep. Merchants Grain Co.; H. A. Rumsey of Rumsey & Co.; A. R. Sowers, R. A. Schuster, rep. Rosenbaum Bros.; A. E. Schuyler, ass't Board of Trade Weighmaster; S. H. Smith of state grain inspection dept.; E. F. Thompson of Lamson Bros. & Co.; Otto Waltzmann of Rosenbaum Bros.; L. B. Wilson, A. E. Wood, E. H. Young of W. A. Fraser Co.

Ohio: R. R. Bales, Circleville; E. C. Bear, Hicksville; A. B. Beversstock, Lexington; R. G. Calvert, Selma; Joe F. Coppock, Fletcher; C. L. Curless, Lima; L. W. Dewey, Blanchester; J. L. Doering, Antwerp; W. A. Dull, Willshire; S. K. Fish, Marion; H. W. Fish, Mansfield; H. S. Grimes, Portsmouth; C. E. Groce, Circleville; E. A. Grubbs of E. A. Grubbs Grain Co., Greenville; H. S. Heffner, Circleville; W. F. Johnston, Larue; H. W. Kress, Piqua; J. W. McCord, Columbus; A. G. McDill, College Corner; A. K. Murray, Oxford; L. G. Shanely, Pemberton; S. L. Rice, Metamora; D. R. Risser, Vaughnsville; O. T. Rossell, Troy; J. A. Rowe, Verona; E. W. Seeds, Columbus; J. W. Van Waggoner and L. R. Watts, London; P. D. Wertz, Verona.

Indiana: W. W. Alder, Robt. Alexander, Lafayette; Maj. D. F. Allen, Frankfort; M. Appelbaum, Columbia City; C. M. Barlow, Kokomo; J. C. Batchelor, Sharpshooter; F. J. Baird, Advance; A. W. Bank, Jesse; S. M. Beck, Bowers; Robt. Bell, Lafayette; P. M. Blankenship, Paragon; W. M. Bosley, Milersburg; F. Oak Brasch, Marionsville; T. Burk, Decatur; A. B. Cohee, M. L. Conley, Frankfort; W. F. Cook, La Crosse; B. F. Crabbs, T. C. Crabbs, of Crabbs, Reynolds, Taylor Co., Crawfordsville; G. G. Davis, Tipton; W. T. Davis, Coatsville; C. F. Davidson, H. H. Deam, Bluffton; Edmund E. Delp, of Delp, Dittinger & Co., Burnetts; Wm. Dolin, Delphi; N. W. Drake, Sheldan; C. G. Egly, Berne; E. E. Elliott, Muncie; E. A. Feight, Frankton; W. A. Feight, Parker City; W. B. Foresman, Lafayette; F. B. Fox, Tipton; R. F. Gavin, Foneto; P. E. Goodrich, Winchester; F. H. Hagenbush, Sulphur Springs; Mr. Hall, Tipton; H. G. Harding, Ellettsville; J. H. Hehrig, Cambridge City; L. L. Heffner, Linden; C. W. Hinkle, Rushville; John Holliday, Greentown; H. L. Holly, Atlanta; J. Howell, Commack; J. S. Huffer, Yorktown; Elmer Hutchinson, Arlington; Carey Jackson, Falmouth; C. E. Jenkins, Noblesville; S. J. Jenkins, Lebanon, Frank, Kelley, Frankfort; M. Kraus, Columbia City; Thos. Kessinger, Medaryville; Geo. H. Lewis, Lawrenceburg; Cloyd Loughry, Monticello; J. W. McCauley, Mellott; J. A. McComas, Fortville; T. A. McCoy, Liberty; Warren T. McCray, of McCray, Morrison & Co., Kentland; W. J. Mercer, Spiceland; S. A. Miller, Mulberry; M. B. Patton, Evansville; E. A. Morris, New Castle; Tom Morrison, Kokomo; C. E. Nichols, Lowell; John T. Nixon, Attica; J. F. Nolte, Aurora; J. J. Overmyer, Kouts; J. W. Owens, Saratoga; C. S. Patten, Morristown; A. K. Peterson, Jesse; E. W. Phares, Tipton; Ira M. Phillips, Walton; M. B. Pratt, Frankfort; R. Porter, Cicero; I. Reed, Argos; A. E. Reynolds, of Crabbs, Reynolds, Taylor Co., Crawfordsville; John A. Rice, Frankfort; F. C. Rich, Goodland; G. W. Summertown, Wabash; David E. Studabaker, Bluffton; S. Van Steenberg, Manson; W. F. Starz, Fowler; T. O. Stanley, Lyons, Ia.; J. R. Stafford, Conersville; E. K. Sowash, Middletown; J. T. Sims, Frankfort; Wm. Simons, Kentland; D. P. Simson, Romney; J. P. Shoemaker, Daleville; C. F. Seward, Galveston; Matt Schnaible, Lafayette; J. W. Sale, Bluffton; Bennett Taylor, Lafayette; J. V. Taylor, Secy. Nat'l Hay Ass'n, Western, Ind.; J. W. Waltz, New Palestine; E. M. Wasmuth, Roanoke; A. P. Watkins, Lincoln; A. M. Wellington, James Wellington, Anderson; J. W. Witt, Lebanon.

Every grain dealer should have the Grain Dealers Journal. I think it is the best trade journal.—C. W. Heironimus, Greenville, O.

South African exports of maize have shown a rapid increase. It is not long since the South African farmers began to realize the possibilities of maize growing and the great value of this grain in the markets of Europe. Experts pronounced South African maize to be of the finest quality, and growers found that the South African climate and soil were particularly favorable. As a result, Hon. F. R. Moor, prime minister of Natal, declared in a recent speech, 240,000 tons of Natal maize will be shipped to Europe between now and December next. The Transvaal has considerably over a million bags of the cereal available. So great has been the output that the Natal railroad has been unable to cope with the large consignments forwarded to each roadside station for transit to Durban.

# Grain Trade News

## ARKANSAS.

Texarkana, Ark.—The building and plant of the Fouke Grn. & Mlg. Co. was entirely destroyed by fire, together with a large quantity of grain, hay and other stock, Sept. 25. Loss \$32,000; insurance \$14,000.

Little Rock, Ark.—C. C. Kavanough, one of the receivers of the T. H. Bunch Co., recently made a trip to Hot Springs and took charge of the company's property in that city. The eltr. at Pine Bluff also was taken under the management of the receivers. The general belief prevailing now is that the banks and other creditors will not lose a cent by the failure. The financial institutions of this and other cities, who are among the creditors hold Bs/L as security. The receivers have been directed to transfer all insurance of the company to themselves and to take out additional insurance if deemed advisable. They have also been authorized to sell at private sale or auction the perishable commodities of the company and to sell in the same manner all of the hay, grain, meal, flour, etc., as well as the mules, wagons, furniture and fixtures. In a recent interview Receiver H. K. Cochrane stated that an equity would be claimed in the plant of the Bunch Co. and that this claim would be fought out in court if necessary. "The Iron Mountain," he said, "advanced T. H. Bunch the money to erect this building and he has paid back a good part of it. I think he has about one-third interest in the building and property upon which it stands." The creditors of the Bunch Co. for the most part, it is understood, are in Little Rock and the accounts apparently are in good shape. Surprise has been expressed at the magnitude of the business done by the company, practically every grocer in this section doing business with it, there being about \$50,000 in outstanding accounts due the concern in Little Rock alone. In many instances the accounts outstanding are large, one concern in Mississippi owing the company \$25,000.

## CALIFORNIA.

San Francisco, Cal.—The new tariff law provides for a reduction in the duty on burlaps, the importation of which is enormous, that made of plain, woven fabrics of single jute yarns, amounting to 352,000,000 lbs., valued at \$28,000,000. On burlaps not exceeding 60 inches in width and weighing not less than 6 ounces a square yard, the duty has been reduced one-sixteenth of one cent a pound. On the other qualities it has not been changed. The Philippine Islands have been favored, as their products of flax, hemp, and jute hereafter will be admitted free of duty, instead of paying 75 per cent of the old Dingley rate.

## CANADA.

Keeler Sask.—The Ogilvie Flour Mills Co. has built an eltr. here.

Winnipeg, Man.—The Atlas Eltr. Co. has been incorporated.—R. F. R.

Fort William, Ont.—The National Eltr. Co. is planning the erection of an eltr. here.—R. F. R.

Schomberg, Ont.—Eltr. of Alfred Maner with contents destroyed by fire Sept. 12; loss \$10,000.

Lanigan, Sask.—Mr. Whiting of Humboldt is building a grain eltr., making the fourth for this place.

Franklin, Man.—Duncan McMartin, Sr., has bot the eltr. of the Manitoba Mlg. Co., and will buy grain.

Regina, Sask.—The Ogilvie Flour Mills Co. has taken over the eltr. formerly operated here by the Independent Eltr. Co., Ltd.

Winnipeg, Man.—F. W. Thompson, gen'l mgr. of the Ogilvie Mlg. Co., says his company will build 60 eltrs. thruout the West.—R. F. R.

Yorkton, Sask.—Nels Enge of Minneapolis wants bids for the construction of an oatmeal mill and eltr., including installation of machinery and steam plant to be erected here.

Calgary, Alta.—The Globe Eltr. Co. has incorporated for \$60,000; headquarters here. The provisional directors include R. B. Bennet, John B. Roberts and John W. Hugill.—R. F. R.

Winnipeg, Man.—The recently incorporated Norris Grain & Eltr. Co. includes among its incorporators James S. Norris of Montreal, Hugh N. Baird, Geo. Lenton and Ralph D. Stratton of this city.—R. F. R.

Carmangay, Alta.—The new 30,000 bu. eltr. of Norris & Co. and that of the Alberta Pacific Eltr. Co. will both soon be ready to receive grain. The Smith & Bennell Eltr. Co. is building grain houses here and at Baron's.

Winnipeg, Man.—W. L. Parrish of this city has been appointed a member of the Board of Grain Examiners for the Manitoba inspection district in the place of the late Robert Muir. A. R. Hargraft has been appointed to succeed John Love, who resigned to move to England.

Calgary, Alta.—The Calgary Grain Exchange has been in operation only a short time. Mr. Campbell has been acting as sec'y. The new Exchange Building will be completed about Jan. 1, a 6-story structure of stone and reinforced concrete construction.—Claude Terwilliger.

Winnipeg, Man.—E. J. Chamberlain, gen'l mgr. of the Grand Trunk Pacific, states there are already 102 eltrs. on the company's main line between this city and Edmonton, Alta., with a storage capacity of 3,500,000 bus. and loading platforms all along the line; and one section of the 2,800,000-bu. eltr. at Fort William will be ready for operation in a few days.—R. F. R.

Winnipeg, Man.—An important change has been made affecting the western Canadian grain trade. Hereafter every car of wheat shipped by farmers of the Canadian Northwest will be sampled and graded in the Winnipeg railway yards by the Manitoba Grain Growers Ass'n., representatives of which will be on duty day and night in the yards. The samplers began work Sept. 29. At first the rail-ways objected to opening cars, but the ass'n asserted its right to check shipments and carried its point.

Winnipeg, Man.—We have built eltrs. this fall at Windthorst, Sask., Hume, Sask., Broderick, Sask., Adair, Sask., Kaiser, Sask., and Stoughton, Sask., and have bot an eltr. of the Northern Eltr. Co. at Summerberry, Sask., thus increasing our line by 7 houses.—McLaughlin & Ellis.

Calgary, Alta.—The recently organized Calgary Grain Exchange began operations Sept. 28. The first quotations were received the following day. The Exchange will put 125 of its 200 seats on the market at once, reserving the rest for a couple of years. Only cash grain will be handled.

Winnipeg, Man.—F. W. Thompson, vice pres. and general mgr. of the Ogilvie Flour Mills Co. has started on his annual tour of inspection of the company's property in the West. He says the company intends enlarging its capacity materially. Its new 300,000 bu. eltr. here is completed and he reports satisfactory progress in the construction of the 500,000 bu. addition to its eltr. at Fort William.

Fort William, Ont.—Recently added eltr. facilities here will make it possible, before the end of Oct., to handle approximately 1,000,000 bus. of grain a day. Upon that date the storage capacity at the head of Canadian lake navigation, it is expected, will be as follows: Western Terminal, 960,000 bus.; Eltr. A, (C. P. R.), 1,250,000; Eltr. B, (C. P. R.), 500,000; Eltr. C, (C. P. R.), 1,300,000; Eltr. D, (C. P. R.), 3,000,000; Eltr. E, (C. P. R.), 2,000,000; Empire eltr., 1,750,000; Ogilvie eltr., 1,250,000; Consolidated eltr., 960,000; addition to Consolidated, 800,000; G. T. P. eltr., 3,000,000; Thunder Bay eltr., (Pt. Arthur), 1,750,000; Muirhead & Black, 100,000; Canadian Northern, (Pt. Arthur), 7,000,000. Total capacity, 27,720,000.

## CHICAGO.

Premiums on old corn are the smallest in years at this season.

No session of Board of Trade, Oct. 12, on account of legal holiday, Discovery Day.

Mark Mason, formerly with Adams & Samuel, has gone with Arnot & Co. in their cash grain department.

L. J. Schwabacher & Co. opened commodious new offices in the Postal Tel. bldg., Oct. 1, with Alexander J. Yokel as business mgr.

William Henry Gallagher of Knight-McDougal was not on the Board of Trade Sept. 29, having married Miss Grace Meehan and started for a tour of the West.

Margins on cash grain trades will be considered by a committee consisting of Robert McDougal, chairman; E. L. Merritt, H. G. Campbell, Fred Uhlmann and W. S. Dillon.

L. W. Lee, colored, has brot suit against the Atchison, Topeka & S. F. Ry. Co. for \$100,000 for alleged breach of contract in connection with the removal of debris after the grain eltr. fire.

Calumet Milling Co. incorporated to manufacture and deal in cereals and in by-products of wheat, oats and corn; capital, \$25,000; incorporators, William E. Rafferty, Grant Newell and Julius N. Heldman.

To investigate the September corners in wheat and oats a special committee of directors of the Board of Trade has been appointed, consisting of Frank M. Bunch, S. P. Arnot, J. C. F. Merrill, Frank Rice and Harry Boor.



Bs/L issued by the east-bound and southern lines will hereafter bear but one date, and that will be the same date as the receipts from which such Bs/L are issued.—W. M. Hopkins, mgr. Transportation Dept. Chicago Board of Trade.

Red rust proof oats are an increasing factor in the Chicago market. Hitherto they have been coming in mixtures, but during the past year I have seen two cars of pure red oats. They are gobbled up for seed at a price 10 cents above that of white oats.—J. C. F. Merrill.

Davis Stock Food Co. incorporated for \$18,000 to manufacture and deal in stock foods and general merchandise; incorporators, Henry L. Stern, Henry A. Gardner, Jr., and Wm. France Anderson. The name of the Davis Stock Food Co. has been changed to the Federal Stock Food Co.

The Farmers Grain & Feed Co. has purchased from John C. Hattendorf of Roselle, Ill., for \$60,000 a warehouse, a 3-story grain drying house and site on the C. M. & St. P. and will operate the plant, which has a private switch track. The purchasing corporation, of which Mr. Hattendorf is pres., has a capital stock of \$150,000.

Membership in the Board of Trade has been applied for by Ray Marcus Hitch, Albert G. Erdmann, Ira Duane Hough, Hiram Sibley Bicket, Jed William Pearson, John G. Kemp, Killian V. R. Nichol, Frederick H. Price, Edwin S. Herron, and Jesse L. Smith. Joseph G. Coleman, Jr., Con Grable, Ulric King, John A. Hamlin, Erwin L. Roy and James Nichol have applied for transfer of membership. The directors recently admitted to membership Charles B. Pike and Walton Andrus. A membership sold recently at \$2,450 net to the buyer, the same figure as the last previous transfer.

At the recent annual meeting of the Board of Trade Mutual Benefit Ass'n the executive committee, consisting of J. W. Fernald, George W. Stone, Frank Marshall and Edward Andrew, was re-elected for the ensuing year. During the past year 201 new memberships were obtained, making a gain to the mortuary fund of \$544.10. Losses in memberships last year were 12 each by death and lapses, making net gain of 177. The present membership numbers 876, the largest in its history. Organized 17 years ago, its beneficiaries have been paid \$515,250.29, and four death benefits, aggregating about \$12,000, are now in process of collection.

Many country grain shippers were among the unfortunate shorts caught in the September oats corner. Considering that September oats not long ago had sold down nearly to 35 cents per bu., that December oats were selling around 38 cents and that there are plenty of oats in the country, shippers were warranted in assuming that the September oats would go out as did the same option in corn, with the holders of the future liquidating at the bottom prices of the year. This might have been the case had the bull interest been scattering, but it was concentrated in two of the leading eltr. companies. Shorts had bid the price up to a close of 44½ cents the day before and on the last day of the month a further advance to 50 cents was made on heavy transactions, 1,000,000 bus. being sold in the last hour at 48 to 50 cents. Defaults were made on 135,000 bus. on which losses ranged from 8 to 10 cents per bu. All were settled up later, the brokers looking to their customers to make good the loss.

Eight weeks were required to build the 100-ton brick smokestack of the Ill. Cent. Eltr. 45 years ago, that had the distinction of coming thru the Chicago fire, and has stood sentinellike among the dead embers of the fire that burned the eltr. Apr. 25 last; but only four hours were necessary to get it down by undermining its 13-ft. base where the walls were 4 ft. thick. It retained its form as it fell outward, but before it had fallen half way it had crumbled into a falling mass that disappeared in a cloud of dust.

Some misunderstanding appears to be confusing dealers about what constitutes the so-called Trans-Mississippi River Territory as distinguished from the so-called Northwestern Territory. Rates from Chicago on grain originating in either of these territories are the same to points in Eastern Trunk Line Territory (east of Buffalo, Pittsburg, etc.), but as to Central Freight Ass'n Territory (west of and including Buffalo, Pittsburg, etc.), the rates on grain from Trans-Mississippi River Territory are in most cases considerably lower than the rates from Northwestern Territory.—W. M. Hopkins, mgr. Transportation Department Chicago Board of Trade.

## IDAHO.

Ilo, Ida.—The Interior Warehouse Co. has started construction of a grain warehouse 300x80 ft.

Rexburg, Ida.—The Rexburg Mfg. Co. has just completed its new 30,000-bu. eltr.—John J. Anderson, agt. Miller Bros.

Nampa, Ida.—I have engaged in the grain, hay, flour, feed, produce and forwarding business. Have warehouse on O. S. L. track in position to job feeds in good shape.—Fay Malone.

Nampa, Ida.—L. L. Miller, who recently took over the grain business of the Nampa Mfg. & Eltr. Co. and that of C. E. Saxton, will combine the two and operate them under the name of the Nampa Grain & Eltr. Co.

Thornton, Ida.—Miller Bros. are building a new eltr. they expect to put into operation Oct. 15. The Western Mill & Eltr. Co. has just completed a large warehouse with basement for potato storage, and has a grain eltr. under construction.—John J. Anderson, agt. Miller Bros., Rexburg, Ida.

## ILLINOIS.

Blandinsville, Ill.—H. E. Roberts has built an addition to his eltr.

Gardner, Ill.—We are repainting our eltr.—J. W. Thornton & Son.

Edinburg, Ill.—The Farmers Grain Co. has bot the eltr. of Firey Bros.

Longview, Ill.—J. W. Irwin has erected a 10,000 bu. eltr. on the C. & E. I. R. R.

St. Charles, Ill.—Bert Norton has taken a position at the eltr. of W. L. Judl.

Isabel, Ill.—J. H. Buckler has succeeded O. K. Burton as agt. for Paul Kuhn & Co.

Tomlinson, Ill.—We have replaced our 12-h. p. engine by a new 20-h. p. gasoline engine.—Murry & New.

Amboy, Ill.—Albert Ostrander has been transferred by the Neola Eltr. Co. from its eltr. in Harmon to this station.

Kenney, Ill.—Humphrey & Henderson have sold to W. M. Myers.—F. M. Powell, with A. R. Sawers, Tuscola, Ill.

Moweaqua, Ill.—We have bot the eltr. of Rodman & Son at this place and took possession Oct. 1.—Andrews Grain Co.

Normantown sta., Plainfield p. o., Ill.—We are covering our eltr. with galvanized, corrugated iron.—Kersten & Smiley.

Viriden, Ill.—J. N. Haigrove had four feet taken off the end of his eltr. to clear the right-of-way for the Alton's double track.

Pleasant Plains, Ill.—The eltr. of Beggs & Lynd, containing 600 bus. of oats, burned on the night of Oct. 7; insurance, \$4,700.

Henkel sta., Mendota, p. o., Ill.—The Farmers Eltr. Co. has bot out P. Maus.—F. M. Powell, with A. R. Sawers, Tuscola, Ill.

Lincoln, Ill.—Pease & Allen Grain Co. incorporated for \$18,000 by A. J. and J. L. Pease and W. B. Allen, to deal in grain, lumber and coal.

Windsor, Ill.—J. H. Wallace is preparing to handle grain in connection with his hay business.—Dean L. Moberly, mgr. Windsor Grain Co.

Fancy Prairie, Ill.—Wm. Constant, for many years a grain buyer and a lumber dealer here, has sold out his interests and moved his family to Springfield.

Lindenwood, Ill.—Holcomb Bros. of Sycamore have bot out Horace Stocking & Son at this station.—F. M. Powell with A. R. Sawers, Tuscola, Ill.

Hazelhurst, Ill.—M. O'Kane is getting the material on the ground for an addition to his eltr., to be used as a feed mill and storage room for cement.

Cropsey, Ill.—James Hayward, who bot grain for Hayward Bros. at Mattoon before they sold their eltr. there, now has charge of their eltr. at this point.

Ashmore, Ill.—I have installed a 6 bu. Fairbanks Automatic Scale and Elevator Leg; done away with loader, and am loading by gravity.—C. R. Mitchell.

Prophetstown, Ill.—R. H. Mathis of Sycamore bot out Paddock & Field, Sept. 25. The retiring firm has dealt in grain, coal and lumber here for about 17 years.

Miller sta., Millersville p. o., Ill.—Lightning struck and almost demolished the eltr. of Benjamin A. Neal recently, and also destroyed his barn two miles away.

Ficklin, Ill.—The 25,000-bu. eltr. and grain warehouse Peter Kruse recently bot of Thomas Abrams for \$12,000 was owned by Mr. Abrams for 5 years and remodeled in 1907.

Hudson, Ill.—A. W. Skinner & Co. incorporated to deal in grain, coal and building material; capital stock, \$25,000; incorporators, A. W. Skinner, J. D. and William Lawrence.

Bolivia, Ill.—Melville M. Stengler of Roby, who manages the eltr. of the Bolivia Farmers Grain Co., married Miss Daisy Ross, daughter of H. B. Ross of Rochester, Ill., Sept. 30.

Stonington, Ill.—Stonington Farmers Elev. Co. burned to the ground Oct. 5, with about 30 M. bushels corn and wheat, partly insured.—E. K. Shepard, National Elev. Co., Indianapolis, Ind.

Florence Station, Ill.—Farmers are very bullish in the small grain of this crop. They came into the office and put a price on the grain. They say: "When you can pay so and so I will sell."—A. W. Walls.

Downs, Ill.—Our eltr. burned night of Sept. 1: cause of fire unknown. Grain in eltr.: oats, 15,000 bus.; corn, 300 bus.; rye, 300. Insurance on grain \$3,000; on eltr. valued at \$6,000, \$5,000.—Carlisle & Hodam.

Philo, Ill.—The new storage bins, under construction for H. E. Parsons by the Burrell Eng. & Const. Co., are nearing completion. The addition is of cribbed construction, 65 ft. high, and will add 20,000 bus. to the present capacity of 10,000 bus.

Hennepin, Ill.—Turner-Hudnut & Co. will build a 30,000-bu. eltr. to replace the one destroyed by lightning, Aug. 13. They will use the old foundation; one stand of eltrs., 6-h.p. gasoline engine; crib covered with galvanized iron. Burrell Eng. & Const. Co. has the contract.

Coles, Ill.—J. W. Wright, the well known grain dealer of the firm of Major & Wright, died suddenly in the evening of Sept. 30, aged 59. He had been in his usual health, but suffered a stroke of paralysis about five o'clock in the afternoon and died six hours later.

Sidney, Ill.—The roof on the eltr. of Porterfield Bros. caught fire in the morning of Sept. 25, presumably from sparks from locomotives that had been puffing in the vicinity for about an hour. Fortunately the blaze was discovered, and extinguished with a few buckets of water before it had time to spread.

Macomb, Ill.—A fire, presumably caused by spontaneous combustion, because the eltr. was not in operation at the time, started in the grain pit, Oct. 4, of the eltr. recently purchased by Chas. Munson from Buckley, Pursley & Co., and was carried up to the cupola on the grain eltr. bucket belt. Citizens extinguished the blaze; damage small.

Latham, Ill.—We are taking down all our cribs to be replaced with one good double crib with a capacity of 15,000 bus. We will build an extension to our office, as we have outgrown our present quarters. We will also erect a shed over the scales to protect them from the weather. We began these improvements Oct. 4.—Farmers Grain Co.

Pontiac, Ill.—The eltr. of the Rogers Grain Co., Chicago, situated on the C. & A., this city, was burned early the morning of Sept. 29. The loss was \$5,000. Very little grain was in the building, the Rogers Co. stated, as they had been shipping grain into Chicago on recent "corners." The company, which has another house here on the I. C., probably will rebuild.

Cairo, Ill.—Joseph Stewart, who has been employed by the Armour Grain Co. to manage the Illinois Central Eltr. on that company succeeding Bartlett, Patten & Co. as lessees, was formerly superintendent of the Burlington Eltr. Co. at St. Louis, his connection there ceasing when the company sold out. Prior to this he has been in charge of the Southern Eltr. for Geo. S. McReynolds and also had charge of the Rogers Eltr. He is a man of splendid ability and is highly esteemed for his integrity.

Charter Grove, Ill.—The new 12,000-bu. eltr. of Holcomb Bros., replacing the one burned some weeks ago, has been completed at a cost of \$4,500, ready to receive grain in 5 weeks after the excavation was begun. Its equipment includes an 8-h.p. gasoline engine, a Burrell Manlift, a lever scale, a Richardson Automatic Scale of 1,000 bus. capacity for weighing grain to the cars, and an up-to-date dump. A blower in the cupola cleans all grain taken in. A corn crib annex is equipped with a sheller. The foundation is heavy concrete. Cribbed bins, requiring over 35,000 ft. of lumber in their construction, rise 40 ft. above foundation; cupola, 54 ft.

Cambridge, Ill.—For lack of sufficient rods to brace it to the main structure, an addition on the end of the eltr. of Wm. Ringle & Co. gave way recently and broke from the main building with a crash like the unloading of a car of coal. The contents were oats, and as the rain, which had been coming down all day, had just ceased, no damage was done them.

Osman, Ill.—L. N. Loeffler, a grain buyer at this station, was caught recently for the value of a load of oats. S. T. Oburn, a tenant farmer near Fisher, sent a load of oats to the eltr. early in the morning of Sept. 30 that was subject to a landlord's lien and also to a chattel mortgage given to J. F. Hessel of Champaign. Mr. Loeffler has been notified that he will be held for the value of the oats.

Sterling, Ill.—The eltr. of the Smith-Hippen Co. at Mile Nine on the Ill. & Mississippi Canal, was placed in operation Sept. 27 with F. G. Boyden mgr. Prior purchases of 15,000 bus. of corn had been made for immediate delivery to make the first shipment Oct. 1. A steam tow boat with two barges having a capacity of 15,000 bus. comes for the grain gathered along the canal and takes it to Pekin on the Illinois River, where it is shipped over the B. & O. to the eastern market. Mr. Boyden expects to make weekly shipments of 15,000 bus. of corn until late November, when the season is generally closed by ice. Through the winter the company will take all the grain offered. Corn will be the main crop handled, and the company expects to need extensions to its corn cribs early in the season, as farmers are glad to patronize the eltrs. on the canal, which save them a long, expensive haul. This eltr. has a capacity of 30,000 bus. and corn cribs are being built to care for 20,000 bus. Ten miles below this completed eltr. another is under construction that will be ready to receive grain in a few days.

## INDIANA.

Attica, Ind.—The Stafford Grain Co. has succeeded the Nixon Grain Co.

New Haven, Ind.—I represent the firm of Hisner & Minsel.—Lon F. Minsel.

Marco, Ind.—The Farmers Eltr. Co. has its new 25,000 bu. eltr. in operation.

Sanborn, Ind.—J. Walker of Wheatland has bot the eltr. here of Peter Hill.

Rossville, Ind.—We have remodeled and repainted our plant.—McComas & Hornbeck.

Kewanee, Ind.—A. D. Toner has equipped his dumps with a Reliance Dump Controller.

Falmouth, Ind.—Carey Jackson has sold his eltr. to Jacob Gross. Possession will be given Oct. 15.

Thorntown, Ind.—McBain & Witt are changing a mill into an elevator here.—J. W. Witt, Lebanon, Ind.

Bipps, Ind.—L. M. Fishbaugh has sold his eltr. to O. Gandy & Co., of South Whitley. Possession was given Oct. 1.

French Lick Springs, Ind.—Logan-Ryan of Chicago have opened a branch office here in charge of Jed. W. Pearson.

Bringinghurst, Ind.—A. B. Cohee has ordered of the Reliance Const. Co. one of its dump controllers for each of the several dumps of the plants in which he is interested.

Kokomo, Ind.—O. J. Thompson of Morrison & Thompson Grn. Co. has gone to Galveston, Tex., for his health. We know this to be true because he took Mrs. Thompson with him.

Indianapolis, Ind.—The annual meeting of the Indiana Grain Dealers Ass'n will be held at this city Jan. 11 and 12, 1910.

Pine Village, Ind.—Farden & Cooper have bot McConnell & Kennedy's eltr. and will take possession Oct. 20. Price \$16,500.

Shelbyville, Ind.—H. H. Dils, a grain dealer, has made an assignment, with liabilities of \$5,000 and estimated assets of \$4,000.

Markleville, Ind.—W. H. Aiman of Pendleton has bot the eltr. of J. B. Jones & Co., and taken possession. Consideration \$5,000.

Michigantown, Ind.—N. O. Davis & Co. tore down their eltr. and rebuilt another.—J. T. Sims, Frankfort Grain Co., Frankfort, Ind.

Ockley, Ind.—We are installing a new Avery Automatic Scale in our plant here. Our eltr. capacity is 15,000 bus.—McComas & Hornbeck.

Greensburg, Ind.—The McCoy eltr. has been enlarged, 10,000 bu. capacity. A new corn dump and ear eltr. have also been added.—R. A. McCoy.

Indianapolis, Ind.—The Files-Great-house Grain Co., incorporated by A. F. and E. B. Files and C. A. Greathouse, directors; capital stock, \$10,000.

Bath sta. (College Corners, O., p. o.). Ind.—The eltr. of Willey Bros., that burned Sept. 7, is being rebuilt.—J. H. Masters & Son, Brookville, Ind.

Franklin, Ind.—The J. M. Dunlap Grain Co. has remodeled its plant and installed a Western Gyration Cleaner purchased of the Reliance Const. Co.

Laporte, Ind.—Meeting of the Laporte local branch of the Indiana Grain Dealers Ass'n was held at the Teggarden Hotel, Tuesday, Sept. 28, 7:30 p. m.

Mellott, Ind.—McCardle & Page are raising their new eltr. 20 ft., adding a new 1,000 bu. Western Pitless Sheller and a 1,200 bu. Invincible Grain Cleaner.

Indianapolis, Ind.—Ed. Shephard, formerly in charge of the grain department of the American Hominy Co., will succeed Geo. L. Stebbins as mgr. of the Cleveland Grain Co.—E. W.

Martinsville, Ind.—While overhauling and lowering its driveway the Thornburg Mfg. Co. installed 5 of the B. S. Constant Safety Self-Locking Rail Dumps and equipped each of them with a Reliance Dump Controller.

Evansville, Ind.—E. W. Wagner has opened an office here with John Erskine mgr. The new office is connected by private wire with the Chicago Board of Trade and New York, and by telephone to points near Evansville.

Logansport, Ind.—After an illness lasting a year and a rest of another year I have again engaged in buying grain here as a track buyer; I have always retained my interest in my eltrs. in this neighborhood.—Geo. R. Hoopes.

Princeton, Ind.—Captain Harrington, who was in command of the steamboat from which Henry E. Agar was said to have fallen and drowned two years ago, has been arrested at Lafayette, Ind., and will be brot here to answer a charge of conspiring to defraud. As mgr. and foreman of the Princeton Eltr. Co., Agar was charged with embezzling more than \$100,000. Soon after his disappearance a large amount of insurance was paid to his wife. He was subsequently discovered in Harlingen, Tex., and was brot back here for trial, charged with forgery.



Spencerville, Ind.—L. W. Steward began receiving grain, Oct. 4, in his new 16,000-bu. eltr. on the Wabash right-of-way. This house was to have been built for farmers in this vicinity, but Mr. Steward operates it for Nathan & Levy of Fort Wayne.

Terre Haute, Ind.—The Sparks Mlg. Co. of Alton, Ill., has purchased the 800-bbl. mill here of William Kidder, and will erect a 200,000-bu. eltr. adjoining the mill, for the construction of which the company has already arranged. W. L. Sparks, for many years vice pres., will manage the plant.

Indianapolis, Ind.—The Stebbins-Witt Grain Co., is a new receiving firm here. It is composed of Geo. L. Stebbins, until recently mgr. for the Cleveland Grn. Co. here, and F. A. Witt, until recently interested in the Thorntown Milling Co. of Thorntown. Mr. Stebbins spent 25 years in the trade at Chicago, so brings a ripe experience to the new firm.

The corn shredder claimed its first victims of this fall's work in Indiana Oct. 5. While preparing ensilage George Duffy of Fowler lost an arm. While operating his own shredder near Petersburg, Wilbur Harper had his left arm torn off at the shoulder. The injury may prove fatal. Near Danville, James Stevenson lost the fore finger of his right hand in a shredder.

Decatur, Ind.—The grain firm being organized here will be called the Bowers, Niblick Grain Co., Jno. Niblick, pres.; Jno. S. Bowers, sec'y-treas., and myself vice pres.; incorporated for \$10,000 by Jno. M., Chas. and Jessie Niblick, John Bowers and myself. We will start at once to build a 15,000-bu. house, as up-to-date as we can make it, on the old site, private ground, where the Niblick house burned this spring.—C. G. Egly, Berne, Ind.

Fortville, Ind.—The Fortville Mlg. Co. is making extensive repairs and installing a gasoline engine in an independent power house. It is also overhauling its eltr., installing a new ear-corn sink with a B. S. Constant feeder and dump and equipping the dump with a Reliance Dump Controller. The Reliance Const. Co. is doing the work. J. A. McComas is making repairs in his eltr. to be ready to handle the coming corn crop. He has bot machinery of the Reliance Const. Co.

Marco, Ind.—The new plant of the Marco Eltr. Co. has just been completed by the Reliance Const. Co. The plant comprises an up-to-date grain eltr. with ample handling capacity, equipped with a 25-h. p. gasoline engine, 3 dumps and a sheller and cleaner. This building is arranged to handle ear corn directly from the dump to the car. The corn is carried on a belt, which prevents it from being shelled, as would occur if it were elevated, and let fall into the car in the ordinary way.

Evansville, Ind.—When the eltr. and mill of Igleheart Bros. burned Sept. 16, it was at first thought that the loss would be slight on the 47,000 bus. of wheat in the presumably fireproof steel storage tank, insured for \$40,000, that caught fire from the building 35 ft. away. But, instead of cooling off after the fire, the steel walls grew hotter and the wheat continued to burn behind them, threatening a total loss. This feature has attracted the attention of both grain and insurance men, as evidence that steel is not the safeguard against fire it was supposed to be. J. L. Igleheart, sec'y of the company, says the plant will be rebuilt as soon as possible.

## IOWA.

Hawley sta., Hayfield p. o., Ia.—Seibert Bros. have opened their eltr.

Norway, Ia.—Eltr. of Studt & Tatge not now operated.—Agt. C. & N. W.

Clear Lake, Ia.—The eltr. on the electric road is now open with G. L. Hamstreet mgr.

Salix, Ia.—Updike Grn. Co. has bot the eltr. of Pepin & Small.—M. L. R. Tankersley, Sioux City, Ia.

Edna, Ia.—My successor as agt. for the Edmonds-Londergan Co. is M. W. Montgomery.—S. A. Nelson.

Calmar, Ia.—The new grain eltr. under construction for the Winneshiek County Bank is nearly completed.

Altoona, Ia.—I have sold my eltr. to my brother, O. H. Pearson, who will take possession about Dec. 1 next.—Clark Pearson.

Early, Ia.—The Farmers Co-op. Eltr. Co. has been organized with a capital of \$6,000; I. W. Scothern, pres.; J. M. Hussey, sec'y.

Coon Rapids, Ia.—The eltr. J. J. Grosenbaugh bot some weeks ago from D. J. Jenks has been rebuilt by the Younglove Const. Co.

Shellsburg, Ia.—Shellsburg Grain & Lbr. Co. incorporated by C. E. Beatty, A. J. Budd, pres., and five others; capital stock, \$15,000.

Rock Rapids, Ia.—I am now with the Farmers Eltr. Co. of this place.—S. A. Nelson, former agt. Edmonds-Londergan Co., Edna, Ia.

Royal, Ia.—Farmers Grain Co. incorporated by S. H. Bell, pres.; P. C. N. Lauridsen, sec'y; James Nelson, treas., and others; capital stock, \$3,800.

Tocterville, Ia.—I have bot the interest of John Mundt in this eltr. and have changed the firm name from John Mundt & Son to H. D. Mundt.—H. D. M.

Bondurant, Ia.—The S. E. Squires Grain Co. incorporated by Bert M. and S. E. Squires of Newton, to engage in business here; capital stock, \$10,000.

Paulina, Ia.—Metcalf & Cannon have let the contract to the W. N. Claus Co. for the construction of a 25,000-bu. fireproof eltr., up-to-date in every respect.

Farmersburg, Ia.—Farmersburg Grain Co. incorporated; capital, \$6,000; pres., W. F. Fuelling; vice-pres., H. W. Thompson; sec'y, K. K. Stearns; treas., L. W. Thompson.

Des Moines, Ia.—The 7th annual corn exposition will be held this year at the new Coliseum in this city Nov. 29 to Dec. 11. Prizes amounting to \$20,000 have been donated.

LeMars, Ia.—We have incorporated our grain business under the Iowa law in the name of "LeMars Grain Co."; M. A. Moore, pres.; F. A. Post, sec'y, and treas.; L. Luiken, mgr.—M. A. Moore Co.

The cause of Improved Oats suffered a great blow in Iowa when Prof. Bowman was let out of the State Agricultural College. The friends of improved grain need to get busy lest the real purpose for which the Ames school was established be lost sight of.

Doon, Ia.—The eltrs. here of the Plymouth Eltr. Co. that have been closed for three years under a chattel mortgage given by Pres. J. G. Walters to the T. E. Wells Co., have been purchased by De Wald & Walter of Freeman, who have opened them for business with J. T. Buchanan, mgr.

Walker, Ia.—After long negotiations the new farmers' eltr. company bot the business and buildings of J. E. Miller, who gave possession Oct. 1. The directors appointed C. H. Hurd mgr. He will continue to live on his farm for the present, but later may move into town.

Mapleton, Ia.—The Trans-Mississippi Grain Co., for which I bot grain at this point, has leased its house here to the Mapleton Mlg. Co., John Emerson, mgr. I am still with the Trans-Miss. Co. and will assist its buyers at Arthur and Battle Creek until the company has another station for me.—C. W. Boyer.

Moorland, Ia.—Fire discovered shortly after midnight, Sept. 23, completely destroyed the eltr. of the Farmers Eltr. Co. Loss on building and machinery, \$8,000; insurance, \$3,400. Fully 10,000 bus. of corn and oats, mostly corn, were stored in the eltr. James Cormick is pres. of the company, and Frank Hayek, sec'y.

Sutherland, Ia.—We have turned over the eltr. we have had under construction here for the farmers; 38,000 bus.; Fairbanks Dump Scale; Fairbanks Automatic Scale; Fairbanks Coal Scale; International 10-h. p. engine; one stand 12x6½ cups; rope drive; No. 9 Clipper Cleaner; B. S. Constant Man Lift.—V. E. Forrest Co.

South Amana, Ia.—Eltr. and corn cribs of the Amana Society burned Sept. 20. Fire supposed to have been caused by sparks from engine. The society has no water system, and it was only by the hardest work that the R. I. depot and freight house near by were saved. As the society is opposed to insurance, its loss of about \$8,000 is total.

## KANSAS.

Milford, Kan.—The eltr. of Tyler & Co. has been completed.

Ford, Kan.—The new eltr. of the Ford Eltr. & Supply Co. has been completed.

Topeka, Kan.—The Bennett Commission Co. is no longer in the grain business.

Great Bend, Kan.—The Barton Mlg. Co. is installing a Sonander Automatic Scale.

Wakefield, Kan.—The new eltr. of the Wakefield Grain & Live Stock Co. has been completed.

Sterling, Kan.—The Farmers' Shipping Ass'n eltr. burned on the morning of Oct. 6. Total loss.

Lincoln, Kan.—J. C. Cooper will put in an alfalfa mill which he expects to have in operation by Nov. 1.

Smolan, Kan.—The Shellabarger Mill & Eltr. Co. has had a storage building erected here by the Macdonald Eng. Co.

Marysville, Kan.—The new alfalfa mill of A. I. Bain has just been completed at a cost of \$12,000; capacity, 10 tons daily.

Inman, Kan.—The 20,000-bu., fireproof, concrete storage tanks for the Enns Mlg. Co. have been completed by M. J. Travis & Co.

Winfield, Kan.—Having sold his grain business at Longton, Kan., John Hayes has opened a branch office here for the J. H. Pruitt Grain Co.

Manhattan, Kan.—The Purity Mlg. Co. has installed its motor and the new alfalfa mill will be put into operation at once; capacity, 50 tons daily.

Miltonvale, Kan.—C. E. Headrick of Newton and L. W. Johnson of Peabody are working up an alfalfa mill proposition among farmers of this vicinity.

Wichita, Kan.—The Williams-Hurst Co. grain commission has been formed by Harry J. Williams, for 11 years operator for the Paulline Commission Co. of this city, and A. J. Hurst of Kansas City.

Greenwich, Kan.—A 10,000-bu. eltr. equipped with one stand of eltrs. and a 4-h. p. Witte gasoline engine, has just been completed for the Greenwich Mercantile & Grain Co. by M. J. Travis & Co.

Bunker Hill, Kan.—F. D. Sperry has purchased and taken possession of the eltr. here of Baldridge & Hurd. Farmers in this vicinity have organized a company and have bot the eltr. of William Schrenkler.

Fowler, Kan.—The Artesian Valley Alfalfa Mill was entirely destroyed by fire Oct. 5, causing a loss to stock company operating it of \$18,000. The company is composed of R. A. Harper and Louis Boehler of Meade, Kan., and F. D. Moraison and W. P. Runyan of this city.

Holton, Kan.—W. D. Kuhn has taken over the eltrs. of the Midland Grain Co. operated by the late Albert Sarbach here and in Onaga, Larkin, Half Mound, Boyle, Winchester, Eaton and Circleville, that have been closed since Mr. Sarbach committed suicide a few weeks ago. Mr. Kuhn now operates 17 eltrs.

Topeka, Kan.—State Grain Inspector White is endeavoring to establish a merit system for the employes of his department. A schedule of rating is being devised to secure more efficient service. When the force is to be reduced employes with the poorest record will be let off. Promotions also will be based on the merit marks.

Leavenworth, Kan.—Sam Collins, who has been associated with Geo. W. Legler in the Collins-Legler Hay & Grain Co., has bot the old Legler mill at Valley Falls, which he is remodeling to grind both wheat and corn. He will continue to make his home in this city. George Legler will have charge of the former Collins-Legler eltr. here.

Salina, Kan.—The new cement storage building and eltr. of the Shellabarger Mill & Eltr. Co. has been completed by the Macdonald Eng. Co. The wheat is dumped into the pit, elevated in the end of the building to the cupola 100 ft. above ground, where it is cleaned and run thru spouts to the different bins or wells. The sign on the east outside wall is the largest in the state.

Kansas City, Kan.—Six additional complaints have been filed against John W. Radford, former chief of the state grain inspection department, charging him with misappropriating funds of the state amounting to \$757. The complaint gives the time and the amount of the alleged misappropriations which cover time in 1907, 1908 and 1909. Radford was arrested and gave bond for \$1,000 for his appearance Oct. 11.

Englewood, Kan.—Early this fall local broom corn buyers made a personal canvass of this section, bot and advanced part payment to the growers, obtaining bill of sale for all their brush of the 1909 crop, to be delivered at a specified time at their loading points on railroads. The broom corn was bot at the market price then prevailing all over the broom corn section; but when the advance in price came the growers were disgruntled, some refused to deliver and others resold. Dealers are now taking legal steps to get delivery of their brush, getting out a writ of replevin on each crop that has been resold or its delivery refused.

Frizell, Kan.—The Consolidated Alfalfa Mfg. Co. is building a new alfalfa mill here, 60x80 ft., to have a capacity of 25 tons per day. The building will be covered with corrugated iron. A 50-h.p. engine will be installed.

Topeka, Kan.—Applications for membership in the Kansas Grain Dealers Ass'n have been received from Strine Bros. of Monrovia; Emil Brunner, Hope; Durham Grain Co., Durham, and O. L. Crouch, mgr. Blackstone, Ind., Grain Co., Caldwell, Kan.—E. J. Smiley, sec'y.

## KENTUCKY.

Dycusburg, Ky.—We have just had our mill overhauled and are in the grain business.—C. H. Cassidy, mgr., Dycusburg Mfg. Co.

Louisville, Ky.—Finley Barrell & Co. have opened a branch office in this city with Thomas J. Cannon, well known among traders, as cashier and assistant mgr.

Louisville, Ky.—Commissioner M. C. Rankin of the state Dept. of Agri. has exercised his prerogative by the appointment of H. Silbernagle and J. P. Reedy of Louisville grain inspectors for this market. Among a dozen different grain firms questioned none knew either of the men. M. L. Satterwhite, the present chief inspector of grain, has been employed by the Louisville Board of Trade since 1879 and his deputies, Will Knight, James Petty and Lee Irwin, have been with him nearly 20 years each. Col. James B. Buckner, Supt. of the Board of Trade, said "There may be a law requiring the appointment of grain inspectors for Louisville by the commissioner of argiculture, but if there is I am not aware of it. We have been getting along very well with the inspector we now have. Satterwhite's O K. never has been questioned and his gradings are accepted as final. His word goes in every grain market in the world, and that is more than any one can say of the principal points where grain is inspected outside of Louisville." James J. Hines, personal representative of A. Brandeis, said "The appointment has caused little if any comment among grain dealers of Louisville; but they are amused that men who have no knowledge of grain or the business should be appointed to grade the cereals dealt in by responsible firms that know grain and grain dealers after having been in the trade all their business lives."

## LOUISIANA.

Wilcox, La.—The first carload of corn ever shipped out of this parish (West Feliciana) was sent a few days ago by W. H. Richardson to a Baton Rouge house.

New Orleans, La.—Clearances of grain from this port during September included 707,249 bus. wheat and 120,000 bus. corn; compared with 845,000 bus. wheat and 27,711 bus. corn exported during September 1908. On board ship not cleared, Oct. 1, 1909, 40,000 bus. wheat and 62,320 bus. corn.—W. L. Richeson, Chief Grain Inspector, Board of Trade.

New Orleans, La.—No new members have been admitted to the New Orleans Board of Trade since Sept. 18. The next meeting of the board of directors will be held Oct. 13. Applications for membership have been received from the Carolina Rice Mills, Goldsboro, N. C.; Roger J. Monroe, insurance agt., and H. D. March, cotton factor and commission merchant.—H. S. Herring, sec'y.

New Orleans, La.—Negotiations are pending for the sale of the local grain business of B. F. Glover & Son Co., of Kansas City and New Orleans, to J. T. Gibbons & Co., one of the oldest and best known hay and grain houses of this city. The transaction, it is said, will involve between \$70,000 and \$100,000.

New Orleans, La.—Reports received so far indicate there will be about 1,000,000 bus. of corn shipped from Louisiana points along the Southern Pacific. Of this quantity it is said there will be 750,000 bus. available for shipment to this city for export. According to reports, cotton planters, sugar planters and even lumbermen have gone into the corn production business. The first corn shipments to be received here this year arrived a few days ago on the Southern Pacific, and the consignors were the Vordenbaumen Lumber Co. of Lafayette. The shipment consisted of two cars of shelled corn.

Alexandria, La.—Corn cobs from the Alexandria Mill & Eltr. Co. are being hauled away in wagonloads to the power house of the Alexandria Street Ry., where they are used for fuel. There is a sufficient quantity of cobs being turned out to enable the power house to use them entirely in place of wood. The shucks from the corn are being baled in a hay press, the bales being made the same size as bales of hay. They are sold as feed for stock. Several carloads have been shipped to New Orleans and other points. They bring about \$3 a ton, or 10c a bale. Sprinkled with brine they are said to make a first class feed.

## MARYLAND.

Baltimore, Md.—The Baltimore & Ohio has filed a tariff known as supplement 63 to I. C. C. No. 6558; grain, applying to rules governing switching from Mt. Clare eltrs. to Locust Point eltrs. to relieve congestion; effective Oct. 23.

## MICHIGAN.

Wayne, Mich.—The Wayne flouring mill has completed an eltr. of 10,000 bus. capacity.

Sandusky, Mich.—Farmers Co-operative Eltr. Co. incorporated with capital of \$20,000.

Goodells, Mich.—Material is on the ground for a new eltr. to be erected by Mr. Kenzie.

Lennon, Mich.—Lennon Grain Co. incorporated by E. C. Roberts, pres. and treas., and Ford S. Chapman, vice-pres. and sec'y.

Detroit, Mich.—Two of the largest and best known Michigan shippers united forces in the formation of the new grain and bean firm of Botsford & Barrett with headquarters in this city. H. E. Botsford has been a member of the Detroit Board of Trade for about 10 years and the firm of H. E. Botsford & Co. is widely known as large shippers of grain and beans. C. H. Barrett of Owosso also is widely known in shipping circles having been a member of the firm of S. M. Isbell & Co., Jackson, Mich., for 7 years and later active head of the C. H. Barrett Co., Owosso, Mich. Mr. Barrett for the present will remain in Owosso in charge of the large eltr. there.

## MINNESOTA.

Crookston, Minn.—Hanson & Barzen will build an eltr. here.

Ogilvie, Minn.—M. E. Whipple has his new eltr. ready for business.



Blue Earth, Minn.—A. S. Pierrizo has bot the eltr. of the Plymouth Eltr. Co.

Byron, Minn.—John Grems has succeeded John L. Cohen as local agt. for G. W. Van Dusen & Co.

Lewiston, Minn.—Oscar P. Boysen of St. Charles has bot a half interest in the eltr. of J. J. Litcher.

Glencoe, Minn.—T. R. Rodeck has succeeded D. K. Whalen as buyer at the eltr. of the Exchange Grain Co.

Lake Wilson, Minn.—The Hubbard & Palmer Co. has bot the eltr. of the Plymouth Eltr. Co. at this station.

Tracy, Minn.—Ben Hughes has succeeded G. E. Bartholomew, resigned, as mgr. of the eltr. of the Sleepy Eye Mfg. Co.

Norcross, Minn.—The Hennepin Eltr. Co. has just finished painting and repairing its house.—Ole T. Ness, agt. Duluth Eltr. Co.

Vernon Center, Minn.—The eltr. of the Skewis Grain Co., that has been closed since last fall, is being taken down to be removed to Aberdeen, S. D.

Duluth, Minn.—W. I. Ray, formerly with the Empire Eltr. Co. at Minneapolis, has been here in the interest of the new firm he is establishing, the Ray Grain Co.

Odessa, Minn.—The Geo. C. Bagley Eltr. Co. will repair its eltr. built here in 1885, and will install new Gerber loading and distributing spouts.—T. D. Klinck, agt.

Dawson, Minn.—John A. Carlson has begun business for the Gruber Eltr. Co. in the eltr. formerly operated by Nels Stenson, which has been closed since last fall.

Correll, Minn.—I. C. Clapp has succeeded H. Saumers, resigned, as grain buyer for the Empire Eltr. Co. Mr. Saumers has gone to Montevideo to buy grain in a mill.

Faribault, Minn.—The Big Diamond Mfg. Co. will enlarge its eltr. here as soon as the construction crew can finish the work they are doing for the company at Larimore, N. D.

Spring Valley, Minn.—The La Crosse Grain Co., of which S. Y. Hyde is pres., has moved its general offices from La Crosse to this point. It operates 15 eltrs. on this division of the C. M. & St. P. from Rushford to Alden.

West Duluth, Minn.—Western Linen Co., incorporated; E. H. Smith, pres.; Julius H. Barnes, vice pres.; W. B. Banks, Jr., sec'y; capital, \$100,000. The firm has leased a factory in which to manufacture linen from flax fiber.

Dale sta., Hawley p. o., Minn.—The recently incorporated Dale Farmers Eltr. Co., that expected to buy the eltr. of the Federal Eltr. Co. at Winnipeg Junction, Minn., to move it here, has not closed the deal and now intends to build.

New York Mills, Minn.—No changes in the two grain firms doing business here; this is my second year with the Andrews Grain Co. and Andrew Anderson has been agt. 10 years for the Monarch Eltr. Co. No repairing will need to be done at this place for the next two years.—H. C. Hanson, agt. A. G. Co.

Brainerd, Minn.—Flames discovered shortly after midnight, Sept. 24, in an agricultural implement warehouse near the eltr. of the Monarch Eltr. Co., soon destroyed both buildings. The eltr. contained 700 bus. of wheat and the same of rye, all insured. Eltr., worth probably \$3,000, was covered by blanket insurance.

Duluth, Minn.—A. W. Withrow has been admitted to membership in the Board of Trade and C. F. Poehler and J. P. Gage have applied for transfer of membership.—Chas. E. Macdonald, sec'y.

Foley, Minn.—For some time the Foley Mill & Eltr. Co. was the only grain buyer here; but farmers began to take their grain to Royalton, St. Cloud or Rices, where they got one or two cents more per bushel. To get back their trade the merchants organized a rival company they call the Foley Independent Eltr. Co. to begin the construction of an eltr. at once. Meantime, without the semblance of a storehouse, the new company is buying wheat that it loads at once on cars and ships to mills. Immediately the price of wheat in the local market jumped 3c. Farmers are returning because they can get 1c more per bu. here than in neighboring markets.

Duluth, Minn.—Reports made to the sec'y of the Board of Trade show that the 2,248 cars of grain, about 2,225,000 bus., received here during the 48 hours ending at noon of Sept. 25, not only numbered more by about 300 than were ever delivered to the head of the lakes during the same time, but made a world record for grain terminal points, as that was more grain than was ever delivered at any grain terminal market in the world in the same number of consecutive hours. During the corresponding time a year ago 1,361 cars of grain were received. Duluth's advantageous situation has diverted considerable grain from Minneapolis to this terminal. While the Minneapolis receipts are materially lighter, an occasional spurt makes a favorable showing compared with last year.

Crookston, Minn.—Edward Brouillett, a eltr. buyer for the Crookston Mfg. Co., was probably fatally injured Oct. 1, and but for his remarkable nerve and strength would have been dead before his plight was discovered. He had gone to the cupola of the mill. Half an hour afterwards a waiting farmer complained to the head miller, who at once started to investigate and finally found Brouillett caught in the eltr. belt with his right arm broken in two places and his left arm broken near the wrist. He had his foot braced and, with almost superhuman strength, had managed to stop the belt, tho the pulley was revolving under such a strain that the shaft was bent. Had he lost consciousness his body would have been hurled around the shaft and his life beaten out in a moment. The head miller slashed the belt in two and released the man in an almost fainting condition. He was sent to the hospital, where it is feared he can not recover. He has a wife and several little children.

## MINNEAPOLIS LETTER.

We are receiving grain much faster than we can get cars to ship out.—T. A. Brann.

Edward Burke, wheat inspector, and well known in political circles, died Sept. 25. He was appointed to the wheat inspection dept by Gov. John Lind. He was 48 years old.

After 3 days' police search following his disappearance Sherman R. Norris, pres. of the former Minnesota Grain Indemnity Co., was arranged in the district court here on 2 indictments charging him with misappropriation of funds intrusted to him by clients for investment in grain and stocks. Norris pleaded not guilty. The cases were set for Oct. 7.

Since Sept. 18 the following members have been admitted to the Chamber of Commerce: J. G. Claphamson, Fred W. Sugden, H. S. Newell, James A. Gould, Herbert S. Bliss, George H. Spencer.—John G. McHugh, sec'y.

The marriage of Miss Josephine N. Peyton and George S. Loftus, vice-pres. of the Loftus-Hubbard Eltr. Co., took place Oct. 5 at St. Mary's Episcopal church. They have departed for a wedding trip to the Pacific coast.

The grand jury that brot the indictment against Norris also indicted John G. Walter, Sioux Falls, S. D., pres. of the bankrupt Plymouth Eltr. Co., of that city, on a charge of grand larceny, his trial being set for Oct. 7. Walter is accused of securing \$10,000 from the Poehler Grn. Co. of this city on representations that the Plymouth Eltr. Co. owned a line of eltrs. in the Dakotas and Minnesota valued at \$55,000. He is said to have told the Poehler Co. that the liabilities of his company were \$15,000, whereas the indictment places them at more than \$54,000.

A verdict for \$5,000 was given the administrator of the estate of Oscar S. Martin in his suit against the Wm. Bros Boiler & Mfg. Co. Martin was an employe who, while at work on the Consolidated Mfg. Co's eltr. in this city, was struck by a timber and died from injuries received. A stay of 20 days was granted for appeal to the state supreme court. The timber (which caused the death of Martin was dropped by an employe of the general contractor and the interesting question arose whether the Bros Co. or the general contractor was responsible. Both were protected by liability insurance and the damage suit was defended by the company in which the Bros Co. was insured.

Local grain shippers a few days ago were notified by Mgr. Shields of the Gt. Northern Demurrage Bureau, that all cars not unloaded within twenty-four hours after being switched to eltr. sidetracks, would be taken to the Gt. Northern eltr. and unloaded at consignee's cost. This is the most drastic measure taken so far this season. The order points out that despite the recent heavy movement of grain, there is no car shortage and no congestion at terminals serious enough to impede the work of handling the crop. To prevent this it is necessary, the order says, that sidetracks be cleared every day. The Gt. Northern road modified its order, and until further notice loaded cars will be permitted to go to Wabasha, Red Wing, Hastings, Faribault, La Crosse, Mankato, Winona, Lake City, Waseca and New Prague.

At the election held Oct. 7 G. F. Ewe was chosen pres. of the Chamber of Commerce, succeeding H. F. Douglas, who declined re-election. Mr. Ewe is vice-pres. of the Van Dusen-Harrington Co. The voting was the heaviest in years, 350 out of a total of 550 members, many of whom live out of town, casting their ballots. F. B. Wells was elected vice-pres. He is vice-pres. of F. H. Peavey & Co. There were 9 candidates for 5 vacancies in the directorate of the Chamber and the contest for election to the board of arbitration was spirited. Directors elected are: F. M. Crosby, J. L. Tracy, A. H. Poehler, J. D. McMillan and C. A. Magnusen. Board of arbitration: D. A. McDonald, W. R. Beatty and J. E. Getchell. Thomas N. Taylor, Geo. A. Duvigneaud and H. G. Fertig were elected members of the board of appeals.

Support of the Minnesota Agri. Exp. Sta. by millers and eltr. firms of Minneapolis, from present indications, will be lacking this year. Their contributions heretofore have amounted to \$1,000, the purpose to assist in the work of growing good seed grain and promoting the increase in production of high grade wheat. The secretary's office of the Chamber of Commerce undertook the work of collecting the money and for 3 years the sum has regularly been raised. The reason for the withdrawal of support by the milling interests is because of the introduction and increased production in recent years of durum wheat and the variety known as velvet chaff. The milling trade does not favor these varieties and prominent millers have expressed themselves as disinclined to contribute to the fund. Authorities at the station, however, deny that it is in any way responsible for the spread of velvet chaff wheat. The disposition of the local grain trade interests to discontinue their support of the experiment farm doubtless will be of interest to other states where the work of seed selection and propagation is carried on.

### MISSOURI.

St. Louis, Mo.—The Pendleton Grain Co. has brot suit against the Western Union Telegraf Co. to recover damages of \$1,086.19 for alleged delay in transmitting a telegram regarding a sale of wheat from Sherman, Tex., to the Pendleton Co. in Oct., 1907.

Grand Pass, Mo.—A 20,000-bu., cribbed, iron-clad eltr., equipped with corn sheller and cleaner, dump scale, 1,200-bu. automatic weigher, conveyor for loading snapped corn into cars from dump, and a 20-h. p. Witte Gasoline Engine has been completed for Platner & Fenner by M. J. Travis & Co.

St. Louis, Mo.—Daniel P. Byrne & Co., prior to the recent Centennial Week in this city, sent out to the trade an attractive program card announcing all events of the week. The card was inscribed with a legend, printed in red and black: "Gala days in Saint Louis, Seven-Count Them-Seven."

St. Louis, Mo.—Announcement has been made of the marriage of Robert Deibel, of St. Louis, to Miss Katherine Plamondon, of Chicago. Mr. Deibel is sec'y of the National Warehouse & Storage Co., of East St. Louis, and a member of the Merchants Exchange of this city, while his bride occupies a prominent social position in Chicago.

St. Louis, Mo.—The following are the names of recent applicants for membership in the Merchants Exchange: John P. Collins, Chas. P. Cummings, St. Louis; John W. Spellman, Lincoln, Ill.; Frank B. Godfrey, Kansas City; Lyman R. Bowman, Sikeston, Mo. The membership certificates of Thos. F. Shea, C. W. Lonsdale, E. G. Hofmann, Chas. W. Spitley and Anson I. Pratt have been sold.—Geo. H. Morgan, sec'y.

Independence, Mo.—The Waggoner-Gates Mlg. Co. has just completed a large eltr. for its mill at this place and I believe Hymes & Trisley are making some changes at their mill and eltr. but think they are not extensive. There is a splendid opening here for an eltr. as this is a rich community and land is too high to raise much grain, but if one were built and filled when grain is cheap it could be sold at a good advance every summer.—J. De Courcy.

St. Louis, Mo.—A statement presented at a meeting of the creditors of the F. P. Brockman Grain Co., held in the directors' room of the Merchants Exchange a few days ago, showed the liabilities of the concern to be a little over \$27,000 and the available assets only \$3,800. A proposition submitted by F. P. Brockman, pres. of the company, to pay 10 per cent in cash and give notes for the balance, which were to run 1 and 2 years without interest, was rejected. A counter proposition was submitted by the creditors in which they agreed to accept 25 per cent of the amount of their claims in cash and the balance in notes for 1 and 2 years without interest.

### KANSAS CITY LETTER.

M. J. Lane has bot the Board of Trade membership of B. F. Tyler, a local dealer in hay.

Kansas City, Mo.—P. P. Donahue of Milwaukee has bot the membership of C. D. Babb on the Board of Trade and will remove to this city and engage in the commission business.

H. D. Nunn, chief grain inspector here, after a hearing held at St. Joseph Sept. 21, was exonerated by the Railroad and Warehouse Commission on charges of irregularities brot against him 3 months ago.

Membership in the Board of Trade is retained by John C. Lovrien of the Orthwein, Matchette Co. The recent sale of E. E. Matchette's membership was due to an advance of \$200 in the price. Mr. Matchette stated that the house found 2 memberships unnecessary, and that its facilities for executing orders on the local exchange were in no wise impaired. Mr. Matchette's membership was transferred to Louis N. Ries of J. Sydney Smith & Co.

Following the refusal of Judge J. G. Park in Circuit Court to issue a writ of habeas corpus in the test case of the new state grain weighing law a temporary writ was issued by Judge Valliant of the Supreme Court at Jefferson City. The writ was issued against the marshal of Jackson county requiring him to show why he does not release R. J. House of R. J. House & Co., this city, who is under technical arrest for violation of the law prohibiting grain dealers from deducting 100 lbs. from the weight of each car for waste and dirt. The writ is returnable Oct. 12 to court in banc. The case will then be submitted on its merits and the attorney general will represent the state.

### MONTANA.

Forsyth, Mont.—The C. H. Chase Lbr. Co. will build a grain eltr.

Cut Bank, Mont.—An eltr. will be erected here by Brown Bros. of Minneapolis.

Shields, Mont.—The Shields River Mlg. Co. has been incorporated and will build an eltr.

Butte, Mont.—The Benepne Grain Co., incorporated by F. L. Benepne, F. L. Benepne, Jr., and P. A. Perglund; capital, \$10,000.

Stanford, Mont.—The Montana Central Eltr. Co. is building a new eltr. it hopes to have ready to receive grain by the middle of the month.

Billings, Mont.—Record time was made in constructing the walls of the eltr. of the Russell-Miller Mlg. Co. to get it ready to receive grain by Oct. 1. Eight concrete cylinders, each 60 ft. high and 15 ft. in diameter, were put up by the Barnett & Record Co. in less than six

weeks, and the work house, an 8-story brick building that overtops the eltrs. by 20 ft., was erected almost as quickly. The office building is a 2-story structure. The firm's grain buyers are already busy in the Clarke Fork country, and much of this year's crop has been purchased in the neighborhood of Fromberg. Later the buyers will enter the territory about Broadview to buy this year's phenomenal yield of dry-land wheat.

### NEBRASKA.

Bellwood, Neb.—I am working here for the Schaaf Grain Co.—C. R. Smith.

Abie, Neb.—The Abie Mlg. Co. has bot the eltr. here of the Trans-Mississippi Grn. Co.

Nebraska City, Neb.—The Duff Grn. Co. has bot the interest held in the concern by the estate of N. A. Duff.

Omaha, Neb.—We have decided to add to our equipment a 7-bu. Sonander Automatic Bagger.—Middle West Eltr. Co.

Lincoln, Neb.—W. H. Ferguson is having a Sonander Automatic Scale installed in his eltr.; also one in his mill at Wray, Colo.

Oakland, Neb.—After using a Sonander Automatic Scale here we have ordered two more for other houses.—Holmquist Grn. & Lbr. Co.

Tobias, Neb.—The Ewart Grain Co. recently installed an Avery Automatic Scale and will soon install a 500-bu. cleaner.—Agt. Ewart Grn. Co.

Crowell, Neb.—I came here expecting to take a position with the Nye Schneider Fowler Co. as second man.—E. G. Harris, formerly agt. M. King, Remsen, Ia.

Fairbury, Neb.—A. I. Bain, of Marysville, Kan., who has just completed a \$12,000 alfalfa mill in that city, contemplates the erection of a mill in this city of the same size and capacity.

Denton, Neb.—Insurance on the eltrs. of H. F. Austin and H. O. Barber & Son, recently burned, amounted to \$6,400 on the former house and \$11,500 on the latter. Grain insurance amounted to \$6,000.

Wymore, Neb.—We are pushing construction on our new eltr. to replace the one burned. Engine was only slightly damaged. Will put in a Sonander Automatic Scale.—Central Granaries Co., per M. H. Vandenburg.

York, Neb.—E. B. Nelson and S. B. Samuelson, well known grain men who recently sold their interests in the eltrs. of Nelson Bros. in York county to the Foster Grn. Co., of Lincoln, have bot a lot and will erect a garage in this city.

Enola, Neb.—We have sold our eltr. here to Renner & Stork, who are now operating it. Thomas J. Malone has retired to attend to his land interests and travel some. I have gone into the grain and hay business in Nampa, Ida.—Fay Malone.

Lincoln, Neb.—E. Lowe, pres. of the recently organized Lincoln Grain Exchange, and Director Foster, have been in Omaha recently interviewing railroad officials of roads entering this city. They requested that the roads make new grain rates breaking on Lincoln that a grain market may be built up. Rates now break on the Missouri River and not on this city which desires to compete with Omaha and Kansas City. The roads have taken the request under advisement.



Poole, Neb.—The Farmers Grain Co. of Omaha recently bot the 20,000-bu. eltr. of the Trans-Mississippi Grain Co. here and is operating it. C. Vincent of Omaha is mgr. of the company which now owns and operates 3 large eltrs. in Buffalo county.

Omaha, Neb.—The Grain Exchange in a complaint to the Interstate Commerce Commission, filed by E. J. McVann, mgr. of the traffic buro, alleges unreasonable and unjust rates on grain from points in South Dakota, Minnesota and Iowa to Omaha and Council Bluffs compared with those to other markets.

## NEW ENGLAND.

Woonsocket, R. I.—Milot Bros., dealers in grain, are enlarging their place of business in this city.

Boston, Mass.—Matthew D. Benzaquin, for 14 years with the late Geo. F. Reed, has entered the grain business on his own account, his office being in the Chamber of Commerce.

St. Albans, Vt.—R. W. Davies, for 16 years connected with the Ludlow Bank & Trust Co., has resigned and gone to Greenfield, Mass., where he will enter business as a grain merchant.

Boston, Mass.—The consolidation of the Boston Chamber of Commerce, the Boston Merchants Ass'n and the Associated Board of Trade, one of the notable commercial events of the year, was brot specially into prominence Sept. 14 by the dinner tendered Pres. Taft on that date. Over 1,500 members and their guests sat down to an excellent banquet at which the president was given a cordial reception.

## NEW YORK.

New York, N. Y.—The Produce Exchange closed at 12 Sept. 28 and at 12:30 Sept. 30 on account of the Hudson-Fulton celebration, so members could enjoy the parades on those afternoons. The Exchange was brilliantly decorated with flags and bunting in honor of the occasion.

## BUFFALO LETTER.

Lake receipts of grain have increased till the amount handled for the season is less than a million and a half bus. behind last season, when it was at one time four million behind. The increase is fairly even among the various grains.

Car grain is coming in pretty fast and Chief Inspector Anderson is so busy that he can scarcely find time to look up in business hours. In spite of the big increase of lake grain there are often more than a hundred cars a day to inspect on track.

Some of the big lake steamers are taking wheat at Fort William for holding thru the winter for 3 cents, or 2½ cents if discharged at once. There is a hitch in Duluth, so that grain especially to hold, is moving just now, but it has got to come before long. Vessel owners say there will be some good rates paid just at the end of the season.

Still no help from Kansas wheat and a very bad state of things so far as western winter wheat is concerned. If the spring wheat of the Northwest could be made to stand for everything there would not be much else used. How long are these things to last, with No. 1 white holding about 28 cents above durum and 14 cents above No. 1 northern? Kansas is so far out of line in this market now that there is no effort made to quote it.

The feed situation is strong and if a late report made here by a Boston dealer is authentic the East is bare of it and will be all the season unless it buys liberally, for following the extreme dry weather of August there came frosts in September that killed what had managed to grow.

The Erie canal is making its strength felt now by putting up freights to 5 cents on wheat to New York. It has so far carried 10,500,000 bus. of all grain this season to 8,400,000 bus. last season to date. It had a bad spell, tho, during the Hudson-Fulton celebration in New York, for the towing company absolutely refused to tow such boats about the harbor while the big fleet was there.

H. C. Anderson recently recovered \$645 damages for breach of contract by H. V. Burns who refused to accept more than 4 cars on a contract to take 6 cars of Canadian barley, alleging it was not as good as the sample on which he gave the order in January, 1908. Barley dealers are not pleased with the way the maltsters take hold of the grain. They felt a little while ago that the season was well started, but now the buyers hold off and do not seem to know what to do. Holders are waiting with all possible patience, predicting that the asking prices will have to be paid.

Fire damaged the Great Eastern eltr. here Sept. 26 to the extent of about \$1,000 and caused a loss from damage to grain of about \$10,000. The blaze started in one corner of the roof from an unknown cause. The eltr. has a capacity of 2,500,000 bus. and was nearly filled but protection was afforded by canvas coverings over the exposed grain. Most of the bins were closed. The eltr. was erected after a fire 9 years ago which destroyed the predecessor of the Great Eastern on the same site. Steel and concrete were used in the new building and it was regarded as fireproof. The harbor elevator men feel very sore, if what some of them are saying is a sample. The city papers reported with the usual flourish that the active and efficient fire department had put out an incipient blaze in the top of the Eastern Eltr. and so saved the harbor from losing another big storehouse. As told from the inside the report is that there was a small blaze up among the belting at the top of the eltr. but it is a steel house and could not burn. If the fire had been discovered by someone who could have gone up to it quietly it could have been put out easily by hand with no loss, but as it was the firemen flooded the top of the building and wet a lot of grain. There has never been an actual fire loss in a Buffalo steel eltr. and that is why the eltr. people are sad.—J. C.

## NORTH DAKOTA.

McCluskey, N. D.—Jake Hurr is a scooper.

Denhoff, N. D.—E. E. Finnegan is a scooper.

Almont, N. D.—I am agt. for the Lyon Eltr. Co.—Tom Berryman.

McHenry, N. D.—The Farmers Eltr. Co. is building an addition.

Garske, N. D.—I am agt. for the Farmers Grain Co.—R. J. Orchard.

Berlin, N. D.—I have succeeded Southall Bros.—John Southall.

Russell, N. D.—The G. E. Metcalf Eltr. Co. has succeeded A. D. Medhurst.

Fairmount, N. D.—W. Craft is buyer for J. K. Elliott & Co.—Turbak Bros.

Lisbon, N. D.—We put up a storage tank holding 35,000 bus.—Bemmels Mlg. Co.

Emrick, N. D.—We have succeeded Clough & Gulden.—Gulden Bros. & Clough.

Hensel, N. D.—W. N. Husband is out of business.—J. H. Norman, agt. National Eltr. Co.

Hillsboro, N. D.—The Hillsboro Lbr. Co. is not in the grain business.—J. R. Carley, pres.

Hettinger, N. D.—V. B. Larson & Richardson will build a flour mill.—Maddock & Cain.

Alice, N. D.—The eltr. of the Andrews Grain Co. is closed.—W. D. Perry, mgr. Farmers Eltr. Co.

Grand Forks, N. D.—I have succeeded E. P. Nelson as agt. for the Duluth Eltr. Co.—C. A. Newhouse.

Alsen, N. D.—The eltr. of the Northland Eltr. Co. is not open.—P. A. Rohn, agt. Atlantic Eltr. Co.

Jamestown, N. D.—The Occident Eltr. Co. has made extensive improvements.—Russell-Miller Mlg. Co.

Dickinson, N. D.—We have succeeded the Mo. Valley Mlg. Co. at this point.—Russell Miller Mlg. Co.

Kellys, N. D.—The Monarch Eltr. Co. has closed its eltr. here.—Thom Thorson, agt. Thorpe Eltr. Co.

Buffalo, N. D.—I have succeeded T. G. Raveling as local mgr. for the Gt. Western Eltr. Co.—N. J. Steffen.

Churchs Ferry, N. D.—The Imperial Eltr. Co. has closed its house here.—I. E. Allen, agt. Farmers Eltr. Co.

La Moure, N. D.—Albert Johnson is agt. for the Monarch Eltr. Co.—G. B. Crum, mgr. Farmers Eltr. Co.

Lone Tree, N. D.—I have succeeded O. Cairns as agt. for the St. Anthony & Dak. Eltr. Co.—W. J. Prendergast.

Ambrose, N. D.—Martin Burreson is agt. for the Miller Eltr. Co.—R. S. Roberts, agt. Northland Eltr. Co.

Coteau, N. D.—This company has installed shipping scales.—S. H. Blair, agt. St. Anthony & Dak. Eltr. Co.

Hettinger, N. D.—The Bagley Eltr. Co. has succeeded the Lahart Eltr. Co. at this point.—D. E. Maddock.

Goodrich, N. D.—Davis & Hendricks built a new 15,000-bu. eltr. on the N. P. this season.—Martin & Buechler.

Binford, N. D.—The new eltr. of the Gt. Western Eltr. Co., replacing that burned Aug. 27, is almost completed.

Antler, N. D.—The Farmers Eltr. Co. has succeeded the St. Anthony & Dak. Eltr. Co. at this point.—R. S. Dawley.

Flaxton, N. D.—The Osborne-McMillan Eltr. Co. has closed its house.—Herman Ehler, agt. C. G. Ireys Eltr. Co.

Fabian sta., Alice p. o., N. D.—I have succeeded C. E. Baird as agt. for the Gt. Western Eltr. Co.—C. C. Wiemals.

Leeds, N. D.—The St. Anthony & Dak. Eltr. Co. closed its house here this season.—N. P. Ulwelling, agt. Imperial Eltr. Co.

Cashel, N. D.—Farmers in this vicinity are talking of operating an eltr. of their own.—F. R. Lynch, agt. Monarch Eltr. Co.

Elliott, N. D.—The Independent Eltr. Co. has just completed an annex with a working capacity of 35,000 bus. and is remodeling its feed mill.—E. C. Andrews, mgr.

Kenmare, N. D.—The line eltrs. here of the Cargill-Robb Eltr. Co. and the Royal Eltr. Co. are both closed.—Frontier Mlg. Co.

Deep, N. D.—McIntyre & Weis are not in business here, and the house of the National Eltr. Co. is not open.—W. L. Brown.

McVillie, N. D.—The Minnesota Grain Co. has succeeded the Minn. & Western Grn. Co.—P. G. Olsen, agt. John D. Gruber Co.

Zenith, N. D.—The Shepard Eltr. Co. is building a grain warehouse here and will soon have its eltr. in operation ready to ship grain.

Bergen, N. D.—Ador M. Heggen is local agent, for the Woodworth Eltr. Co.—Henry M. Heggen, agt. Osborne-McMillan Eltr. Co.

Barton, N. D.—The eltr. of the Imperial Eltr. Co. at this station is closed.—L. D. McLean, mgr. Barton Co-op. Farmers Eltr. Co.

Lemert sta., Carrington p. o., N. D.—The Osborne-McMillan Co. is operating both the eltrs. here this season.—E. W. Wheeler, agt.

Johnstown, N. D.—The Monarch Eltr. Co. has discontinued business here for this season.—Robt. C. Quinn, agt. Federal Eltr. Co.

Lansford, N. D.—Wm. Dunbar has succeeded W. J. Parker as mgr. for the Kenkel-Todd Co.—F. A. Leavitt, agt. McCabe Bros.

McVillie, N. D.—The National Eltr. Co. will have its new 30,000-bu. eltr. finished about Oct. 15.—Mel Frederick, buyer Case Eltr. Co.

Eldridge, N. D.—M. Blewett has succeeded John Munger as agt. for the Occident Eltr. Co.—R. W. Freeman, mgr. Powers Eltr. Co.

Buffalo, N. D.—R. M. Beaty has succeeded R. H. Hensal as mgr. for the Monarch Eltr. Co.—R. J. Sullivan, mgr. Thorpe Eltr. Co.

Dwight, N. D.—Wenaus & Johnson are not in business any more and their house is closed this season.—Chas. Larsen, agt. Duluth Eltr. Co.

DeVillie, N. D.—The Cargill Eltr. Co. will remodel or build a new eltr. here next year, we understand.—Turbak Bros., Fairmount, N. D.

Buchanan, N. D.—Arthur Buchanan has succeeded J. H. Poole as agt. for the Buchanan Grain Co.—A. E. Rieman, agt. Monarch Eltr. Co.

Wales, N. D.—Farmers in this vicinity have bot an eltr. Fred Horning is their mgr.—W. A. Gilmore, agt. Amenia Eltr. Co., Hannah, N. D.

Scranton, N. D.—The Farmers Grain Co. incorporated by Thomas L. Zirke, Oliver G. Luchanger and Wm. A. Shaw; capital stock, \$10,000.

Crary, N. D.—A. O. Orchard has succeeded John Kalinoski as agt. for the Duluth Eltr. Co.—Harry B. Olin, agt. Minn. & Nor. Eltr. Co.

Bottineau, N. D.—P. G. Dailey has succeeded John A. Cole as agt. for the St. Anthony & Dak. Eltr. Co.—P. H. Peterson, agt. Imperial Eltr. Co.

Sweetbriar, N. D.—A new eltr. 3,000 bus., has been completed here for the Farmers Eltr. Co.—J. W. Lerschler, mgr. Judson Merc. Co., Judson, N. D.

Antelope, N. D.—The Minn. & Western Grain Co. has built a 35,000 bu. eltr. to replace that burned last Nov.—John F. Harnden, agt. Lyon Eltr. Co.

Hamilton, N. D.—John Rock and Archie Allen, formerly agts. for the Northwestern Eltr. Co. and the National Eltr. Co., are buying on track here.

Des Lacs, N. D.—H. O. Haviland is agt. for J. N. Olsen; O. M. Lee for the Farmers Eltr. Co. and I am agt. for the St. A. & Dak. Eltr. Co.—C. Hogestod.

La Moure, N. D.—The La Moure Mlg. Co. will not rebuild either its mill or eltr. which burned here last summer.—J. S. Emerson, agt. Andrews Grain Co.

Clifford, N. D.—J. Kaney is local agt. for the Nels Enge Grain Co. and I. Larson for the Imperial Eltr. Co.—G. H. Bristol, mgr. Clifford Farmers Eltr. Co.

Agate, N. D.—Our house on the Soo has been open for business about three weeks. The eltr. of the Minnesota Eltr. Co. burned.—S. A. Sorben, agt. Farmers Eltr. Co.

Belfield, N. D.—A. Hilke is agt. for the Minneapolis & Western Eltr. Co. that bot the eltr. here of J. E. Dyer. I am agt. for the Shepard Eltr. Co.—C. R. Shepard.

Brinsmade, N. D.—T. J. Cocking is agt. for the Gt. Western Eltr. Co. that succeeded the Acme Grain Co. at this station.—F. W. Bowman, agt. Powers Eltr. Co.

Calio, N. D.—The Calio Co-op. Merc. Co. (S. P. Atkins, sec'y.) is not a grain dealer, but just a farmer shipping his grain.—Aug. Lindquist, agt. Nels Enge Grain Co.

Sherwood, N. D.—The Farmers Eltr. Co. has put in a "bonded dump," a new engine, a feed mill, and a new cleaner.—F. M. Cool, agt. Imperial Eltr. Co., Loraine, N. D.

McCumber, N. D.—No eltrs. now in McCumber, they were all moved to Rollette and are located on the G. N.—D. McIntyre, agt. National Eltr. Co., Rollette, N. D.

Acton, N. D.—The Red River Transportation Co. will build a new grain house here next spring.—Wm. Sorenson, mgr., Red River Transp. Co., Grand Forks, N. D.

Cuba, N. D.—The Osborne-McMillan Eltr. Co. has taken down its eltr. to move it out on the Bismarck line of the Soo.—P. M. Hones, agt. Farmers Eltr. Co., Fingal, N. D.

Dresden, N. D.—The Cargill Eltr. Co. did not rebuild after it was burned out last May, and is now operating the eltr. here of the St. Anthony & Dak. Co.—T. H. Kavanagh.

Edmore, N. D.—H. O. Solberg is agt. for the Mnpls. & Northern Eltr. Co., and C. A. Sagen for the St. Anthony & Dak. Eltr. Co.—M. M. Van Osdel, agt. Farmers Eltr. Co.

Stirum, N. D.—F. C. Rector has three carloads of lumber on the ground and a construction crew ready to begin erecting his new eltr. He will move his family here immediately.

Antler, N. D.—The eltr. of the Page Investment Co. burned on the night of Sept. 24. Loss on building \$6,000; on grain \$3,200; insurance on building \$5,000; on grain \$2,000.

Schafer, N. D.—Because the promise made last spring that the N. P. Ry. would build in from Dickinson has not been fulfilled, grain raisers of McKenzie County have no place to store but little of the 2,000,000 bus. harvested. Most of that threshed has been piled in heaps on the ground 100 to 200 miles away from the nearest railroad.

Loraine, N. D.—The Farmers Eltr. Co. has installed an automatic scale, a new grain cleaner and a manlift, and has built an addition to its coal shed.—F. M. Cool, agt. Imperial Eltr. Co.

Douglas, N. D.—The Dodge Eltr. Co. has bot out the C. G. Ireys Eltr. Co. at this point and has retained Chas. Kirchen as agt.—J. O. Johnson, agt. Osborne-McMillan Eltr. Co.

Des Lacs, N. D.—The Des Lacs Farmers Eltr. Co. has built a 5,000 bu. addition to its eltr., has installed a new 15-h. p. engine, a feed mill and a No. 5 Monitor Cleaner.—C. Hagestad.

Loraine, N. D.—Chas. Lytle has built an addition to his eltr. for feed, and has installed a roller feed mill having a capacity of about 100 bus. per hr.—M. L. Buckland, agt. McCabe Bros.

Glenburn, N. D.—The Farmers Eltr. Co. has installed new Avery Automatic Scales; and I have put into my eltr. a new double Monitor Cleaner and Avery Automatic Scales.—Arthur Butts.

Anamoose, N. D.—The Victoria Eltr. Co. remodeled its house here this fall. R. A. Grams and Peter Hengle are not now in the grain business.—W. N. Goodlaxon, agt. Osborne-McMillan Co.

Bowdon, N. D.—E. W. Freeman has succeeded B. M. Clinger as local agt. for the Andrews Grain Co. and G. H. Werner has succeeded Stollar & Co.—A. D. Priest, agt. Gt. Western Eltr. Co.

Hoople, N. D.—The eltrs. here of the St. Anthony & Dak. Eltr. Co., the National Eltr. Co. and the Duluth Eltr. Co. are closed. I am the new mgr. for the Farmers Grain Co.—H. P. Larson.

Bisbee, N. D.—The eltrs. here of the Anchor Grain Co., the Heising Eltr. Co., the St. Anthony & Dak. Eltr. Co., and the Woodworth Eltr. Co. are closed.—N. G. Nelson, mgr. Farmers Eltr. Co.

Dunning sta., Maxbass p. o., N. D.—Walter Blair has succeeded P. Hexom as agt. for the Imperial Eltr. Co. The National Eltr. Co. has closed its house here.—B. C. Phipps, mgr. Phipps & Keen.

Fullerton, N. D.—W. A. Caldwell has bot the eltr. here of the Atlantic Eltr. Co. and will operate it under the name of the Caldwell Eltr. Co. with Mark Johnson, agt.—J. F. Gamber, Minnekota Eltr. Co.

Cleveland, N. D.—Alex Bottcher is local agt. for the Powers Eltr. Co. We also have a farmers' eltr. here, just started, 35,000 bus.; Frank Machino, pres.; Martin Negaard, mgr.—M. N. Pratt, agt., Occident Eltr. Co.

Garrison, N. D.—The eltrs. here of the Osborne-McMillan Eltr. Co. and the Equity Farmers Eltr. Co. burned. The Equity Co. then bot the eltr. of the Lyon Eltr. Co.—J. A. Reuter, mgr. Homestead Eltr. Co.

Berwick, N. D.—A. G. Steiner has succeeded W. Pitts as agt. for the Heising Eltr. Co. A. C. Brown is agt. for the Acme Grain Co.; Ludwig Foss for the Farmers Eltr. Co.; and I represent Arnold Bros.—H. W. Arnold.

Grandin, N. D.—The Farmers Eltr. Co. has just completed extensive repairs to its eltr. The Northwestern Eltr. Co. is operating the eltr. of the Duluth Eltr. Co. in addition to its own. George Dean has succeeded Frank Emery, who resigned as agt. for the Minn. & Northern Eltr. Co. after having been with that company for 23 years.—R. F. Gunkelman, mgr. Farmers Eltr. Co.



Cummings, N. D.—The Minneapolis & Nor. Eltr. Co. has closed its house here; the three other companies, the National, the Duluth, and the Cummings Farmers' Eltr. Co., are open for business.—W. M. Breneman, agt. Duluth Eltr. Co.

Lucca, N. D.—My successor here, as agt. for the Monarch Eltr. Co., is Charles Peterson. I have been out of the grain business for the last six months and am now in the fur and wool business at Thief River Falls, Minn.—Ben Kruse.

Maddock, N. D.—Anton Nystrom has succeeded H. L. Dorn as agt. for the Acme Grain Co., and T. O. Anderson has succeeded Chas. Halvorson, agt. for the Wm. Plummer Co.—Albert Hesla, mgr. Farmers Grain, Stock & Fuel Co.

Englevale, N. D.—W. P. Keenan is agt. for the Monarch Eltr. Co.; M. Markuson has succeeded Mr. Lambe as agt. for the Gt. Western Eltr. Co.; T. Oien, agt. Acme Grain Co.; and I have succeeded A. Five as agt. for the Andrews Grain Co.—G. K. Opgaard.

Auburn, N. D.—The Farmers Eltr. Co. bot the house of the St. Anthony & Dak. Eltr. Co. That of the Federal Eltr. Co. is closed. The Duluth Eltr. Co. built a new up-to-date eltr. here last fall and a coal shed.—W. E. McWalters, agt. Duluth Eltr. Co.

Griffin, N. D.—The recently incorporated Farmers Eltr. Co. has let the contract for the erection of a new eltr., work to begin immediately. The Bagley Eltr. Co. has also obtained a site for an eltr. at this station and has building material on the way.

Barton, N. D.—This station will handle as much and perhaps more grain than last year when the receipts were 500,000 bus., of which we handled half. Of this season's crop we have handled to date 165,000 bus.—L. D. McLean, mgr. Barton Co-op. Farmers Eltr. Co.

Mott, N. D.—Jacob Barth has let the contract for a 40,000-bu. eltr. to be completed by Nov. 1, ready to receive grain. A feed mill will be installed in connection. Younglove Const. will do the work. More than 150 tons of material will be hauled in at once.

Glenburn, N. D.—The eltr. here of the St. Anthony & Dak. Eltr. Co., is closed. John Carroll is buyer for the Acme Grain Co.; R. Henning for the Mpls. & Northern Eltr. Co.; S. Reiquanc for M. R. Nelson and I am agt. for the Imperial Eltr. Co.—Frank Moore.

Binford, N. D.—A new eltr., larger and better than the other, has been built here to replace that of the Gt. Western Eltr. Co., burned Aug. 21. I received the first grain in the new house Oct. 4. The company will immediately rebuild its coal sheds.—A. Evers, agt.

Drayton, N. D.—The Duluth Eltr. Co. and the Minn. & Northern Eltr. Co. have gone out of business at this point. T. F. Newmans, formerly with the Duluth, is now local agt. for the Monarch Eltr. Co. The eltr. of the Thorpe Eltr. Co. caught fire in the cupola, Oct. 1, but prompt work of the fire department extinguished it.—Geo. W. Ion, agt. Andrews Grain Co.

Hannah, N. D.—The Linden Investment Co. built an eltr. across the international line from Mowbray, Man. The C. P. Ry. Co. built a spur across the line and the Linden Co. now ships its grain to Duluth and Minneapolis via Winnipeg. Balfour & McMillan have built a bonded eltr. in Hannah and ship Canadian grain.—W. A. Gilmore, agt. Amenla Eltr. Co.

Rolette, N. D.—By quick action Thomas Gowan, the wheat buyer, prevented himself from being robbed recently while on his way home for the night. He was confronted by four men in a dark place, but managed to get one covered, at which the quartet beat a retreat.

Fairmont, N. D.—J. F. Meyers is agt. for the Acme Grain Co.; Wm. Blake for the Atlantic Eltr. Co.; and W. T. Craft for J. K. Elliott & Co. The Baldwin Eltr. Co. has built an addition to its flour house and a new coal shed 14x50 ft.—C. A. Pitch, mgr. B. Eltr. Co.

Fingal, N. D.—The Osborne-McMillan Eltr. Co. has closed its house here for a year. Thomas G. Hayes is agt. for the Royal Eltr. Co.; Conrad Hanson for the Woodworth Eltr. Co.; A. G. Folzman, Atlantic Eltr. Co.; and I am agt. for the Farmers Eltr. Co.—P. M. Hones.

Garrison, N. D.—The eltr. of the Osborne-McMillan Eltr. Co. and the Farmers Eltr. Co. both burned in the morning of Sept. 29; loss total. A large amount of wheat was in the eltrs. but the loss was entirely covered by insurance. Both eltrs. will be rebuilt this fall.

Kensal, N. D.—Hans Horgan has succeeded Frank Bowers as agt. for Albus & Krueger. Tom Dye is agt. for the Royal Eltr. Co.; J. C. Ashley has succeeded Jud Williams as mgr. for the Kensal Farmers Eltr. Co.; and I am agt. for the Woodworth Eltr. Co.—J. D. Schlecht.

Medina, N. D.—The Powers Eltr. Co. has purchased the flathouse formerly owned by the Commander Mill Co., and has moved same to its eltr., enlarging its capacity 10,000 bus. We are installing a Richardson Automatic Scale of 1,500 bus. capacity per hour.—Olson & Karpen.

Galesburg, N. D.—The eltr. of the Cargill Eltr. Co. has been closed since last Dec. Cliff M. Ivery is agt. for the Federal Eltr. Co. and A. L. Edmunds for the Minn. & Western Grain Co. Only three eltrs. are open at this station this year.—M. J. Moe, mgr. Galesburg Farmers Eltr. Co.

Maxbass, N. D.—The Monarch Eltr. Co. has succeeded the Duluth Eltr. Co. at this point and has W. Gowan as agt. The Farmers Eltr. Co. has succeeded Phipps & Kerr, and has employed Otto Paulsen as agt. Oscar Hegum is agt. for McCabe Bros.—F. L. Monson, agt. National Eltr. Co.

New Salem, N. D.—Our new 25,000 bu. eltr. on the N. P. Ry. is our second at this station. When completed it will enable us to care for 50,000 bus. of grain at one time. It will be equipped with machinery furnished by the Fairbanks-Morse Co., including an automatic weigher.—A. F. Dietz & Sons.

Crosby, N. D.—W. D. Donovan, formerly agt. for the Winter & Ames Co., is now mgr. of the eltr. of the National Eltr. Co. A. J. Schmidt is mgr. of the eltr. of the Rugby Mfg. Co. Robert Gilbert has resigned as agt. for the Homestead Eltr. Co. and Thomas Alsaxen has resigned as agt. for the Northland Eltr. Co.—J. E. Ritter, mgr. Winter & Ames Co.

McClusky, N. D.—T. H. Cousins, auditor for the Gt. Western Eltr. Co. and the Andrews Grain Co., has purchased a site for an eltr. and contemplates building here next season. Christ C. Bauer has succeeded J. H. Franz as agt. for the Andrews Grain Co. Mr. Franz has taken the position of ass't cashier in the First State Bank.—F. C. Poseley, agt. Lyon Eltr. Co.

## "A CRACKER STATE FIRM"

DAN JOSEPH COMPANY,  
Columbus, Ga.  
BROKERS.

This is one of the largest and most important firms in the South, handling exclusively GRAIN, HAY, FEED and FLOUR upon a brokerage basis and selling only to wholesalers.

The business was established 1885, incorporated 1904, with a capitalization of \$25,000, and have developed a business connection aggregating \$1,500,000 annually, which extends throughout this and adjoining States.

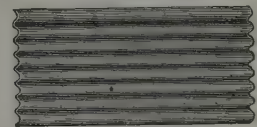
They occupy an immense two-story building for storage and shipping, containing 30,000 square feet of floor space, and have the only grain elevator in Columbus which has a very large capacity.

Fourteen people are employed, and three traveling salesmen cover all of Georgia and Alabama.

Officers of the company are Messrs. DAN JOSEPH, President; BARSCHALL ANDREWS, Secretary and Treasurer, and HAMLIN W. FORD, Vice President.

Mr. Joseph is a director of the 3d National Bank, the largest bank in the city; also director of the Columbus Savings Bank, and Empire Mills Co.

We are Large Manufacturers of  
Steel Roofing, Corrugated Iron, etc.



We furnish this material in large quantities for grain elevators all over the country. We also take contracts for doing this work complete.

**Sykes Steel Roofing Co.,**  
CHICAGO, ILL.

**RATS & MICE**  
EXTERMINATED  
SCIENTIFICALLY

WITH  
**Pasteur Vaccine Co. Rat Virus**  
Non-Poisonous—No Odors

The virus is fed to the rodents on bread, grain or other suitable bait. In the course of a few days this creates a contagious and mortal disease that is harmless to all other life. Furnished in two forms.

**MOURATUS**—Gelatin Form, 50 and 75c.  
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Write for further particulars and testimonials to  
**PESTEUR VACCINE CO., Ld.**  
Sole Concessionaries of Institut Pasteur,  
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## BUYERS AND SELLERS

of grain elevators. You can make your wants known quickly by advertising in the "Elevators for Sale and Wanted" columns.

Carpio, N. D.—The Grain Exchange Co., of Minneapolis has bot the property here of the Stinchcomb Eltr. Co., and has opened for business with John S. Larson, agt. J. Dahl is mgr. of the Carpio Farmers Eltr. Co.—L. E. Besteland, agt. Woodworth Eltr. Co.

McHenry, N. D.—E. J. Horn is now sole owner of the eltr. that formerly belonged to the Horn-Jensen-Nicoll Eltr. Co. R. F. Cruden is sole owner and also manages the eltr. formerly operated by the Duttee Grain Co. I have been employed as agt. for the Farmers Eltr. Co. for this season.—John Ruttle.

Cooperstown, N. D.—S. W. Wickham has succeeded C. A. Hall as agt. for the Gt. Western Eltr. Co. Mr. Hall has taken the agency for Rollin C. Cooper. Tom McMichael has succeeded John Ruttle as agt. for the Federal Eltr. Co., and J. R. Shirey is agt. for N. J. Olson.—W. D. Marsh, agt. Cargill Eltr. Co.

Bowbells, N. D.—Elmer W. Eaton is buyer for the C. G. Ireys Eltr. Co. and J. P. McCusker for the Osborne-McMillan Eltr. Co. H. S. Higgins, who has succeeded the Rothsaa Eltr. Co., does his own buying. I have moved my eltr. on the site of the Royal that was burned and not rebuilt.—R. A. Grams.

Rolette, N. D.—These three eltrs. are on the Soo: Farmers Exchange, Bert O. Connal, agt.; Atlantic Eltr. Co., Geo. Nelson, agt.; Spaulding Eltr. Co., Frank Kertun, agt. Of the four eltrs. moved here from McCumber, Geo. Lillie is agt. for the Farmers Eltr. Co.; Thomas Gowman has succeeded L. A. Larson as agt. for the Amenia Eltr. Co.; John Reger is agt. for John D. Guber; and I am agt. for the National Eltr. Co.—D. McIntyre.

Cuba, N. D.—Thomas C. Lillethun was badly hurt in an automobile accident recently, and narrowly escaped burning to death. He was going to Fingal with three other men, when the machine caught fire. While trying to extinguish it he ran the machine into a ditch, and was imprisoned under it. Besides other injuries he had a shoulder fractured. His companions were badly scorched in lifting the machine off him, and he was burned some. The machine was entirely destroyed.

Cashel, N. D.—J. C. Deschenes makes a practice of bidding on grain going over his town scales in front of his store, not for the purpose of purchasing the grain but in an attempt to stand in with the farmers and to "knock" the eltr. companies by making them cover his bid or cause the grain to go on track. He makes a specialty of ordering cars for the farmers, as it means a neat sum to him in the way of weighing. He has the assistance of a former eltr. employe and thru these unfair tactics has succeeded in doing some business in grain on track. The only regular dealers at this station are Andrews Grain Co., Victoria Eltr. Co. and Monarch Eltr. Co.

Coteau, N. D.—The friends of Gilbert K. Melby both here and at Kenmare, his former home, were shocked to learn of his distressing accident, whereby he had a foot torn off while at work in the eltr. recently. He had climbed into the cupola to oil the machinery and was standing near the pulley wheel over which the elevating cups run, when a set screw in the shafting caught in his overalls near the ankle. Realizing his danger, Mr. Melby seized a crossbeam and held on to it for dear life. The pressure drew his ankle over the shaft with such force the bones snapped like sticks and the foot

was torn off and left hanging by a tendon. His remarkable nerve was evidenced by the fact that he managed to get himself loose and climb down the ladder, some seventy feet, at one time stopping to cut away a part of the overall leg, that interfered with his tortuous descent. At the bottom of the ladder he found his little son, who gave the alarm. Two surgeons were called and amputated just above the ankle.

## OHIO.

Dola, O.—We have repainted our eltr. here.—Western Grain Co.

New Hampshire, O.—Sheets Bros. are building an eltr. at this point.

Gomer, O.—Mr. Edwards is building an eltr. here.—C. L. Curless, Lima, O.

Lima, O.—The Miami Valley Grain Dealers Ass'n will meet here Oct. 15.

Toledo, O.—The McCabe Grain Co. has gone out of business.—F. F. Moorman.

Chippewa Lake, O.—I have leased my eltr. at this place to O. A. Persons, dealer in grain, coal and feed.—O. J. Kean.

Defiance, O.—I have no successor at this point. I now represent Hisner & Minsel at New Haven, Ind.—Lon F. Minsel.

Greenville, O.—Mote & Hawkins are my successors. I have been out of the grain business for some time.—C. W. Heironimus.

Toledo, O.—R. L. Starkweather, representing the Lappe Grain Co., has been admitted to membership in the Produce Exchange.—A. Gassaway, sec'y.

Trotwood, O.—I have bot the business of the firm of G. M. Baker, formerly owned by my father, G. W. Minnich, and will continue it under my name.—J. C. Minnich.

Van Wert, O.—Our local ass'n, the Northwestern Ohio, is in better working order than it has been for two or three years, which has been brought about by our field sec'y, Mr. C. G. Egly.—Chas. T. Pierce.

Dayton, O.—D. F. Detrick, formerly in the grain business at Grayson, Kessler and New Carlisle, O., is now mgr. of the Detrick Concrete Stone Co., builders of concrete structures and manufacturers of concrete building block machinery.

Hamilton, O.—The Semler Co., which has taken over the plant of the Semler Milling Co., has organized with the following officers: Pres., P. H. Semler; vice-pres., Sebastian Abel; sec'y and treas., W. H. Semler. Plant was put in operation Oct. 1.

Circleville, O.—B. W. Swope of Amanda who has been operating an eltr. at that point for 8 months has purchased another eltr. at this place formerly operated by G. W. Ruff and has taken into partnership, A. E. Huston and will operate both eltrs. under this name.—Heffner Milling Co.

Hicksville, O.—Grover C. Lantz has brot suit against the Reed-Bear Grain Co., of this place, to recover \$6,000 damages, the result of injuries received while he was working at the eltr. of the defendant Nov. 24, 1908. Owing to an alleged defect in the engine it started while he was working at a pulley, his left arm thrust thru the spokes. When the pulley started Lantz claims his arm was so severely injured that he has been incapacitated from earning his living as a laborer.

Parkertown, O.—Louis J. Smith of Bellevue, O., has bot the eltr. of Jas. Ford at this point. Mr. Smith formerly held a half interest in Smith Bros. Hay & Grn. Co. at Lyme (p. o. Bellevue). Mr. Smith has announced that he will make many improvements in the eltr. and put it in first class shape.

Columbus, O.—The Fall Meeting of the Ohio Grain Dealers Ass'n will be held Oct. 26 at Hotel Chittenden. Corn buyers will please hold their breath until after meeting. Go slow on purchases of new corn. The Governor, a prominent grain grower and others have promised to address the meeting.

Cincinnati, O.—The report of the committee named by Pres. Roth of the Chamber of Commerce was considered at a special meeting of the grain trade Sept. 30, of which Geo. F. Dieterle was chairman and Pliny Gale sec'y, when a motion was adopted that the directors of the Chamber have copies of the proposed new rules for the weighing department printed and distributed before action was taken.

Lima, O.—The fall meeting of the Miami Valley Grain Dealers Ass'n will be held at the Lima House, this city, Friday afternoon, Oct. 15, beginning at 1 o'clock. In the announcement of this meeting Pres. E. T. Cusenbender says: "This will be a very important meeting in view of the fact that a good sized crop of corn is just about to begin to move and you cannot afford to miss being present and exchanging views with your neighbors. We have run along very nicely as an ass'n during the last four months and let us get together again at this time and renew our acquaintance with each other and do the best we can to further our interests in the handling of the coming crop of corn. A very interesting program is being arranged, and we know it will pay you big to take the time to come to Lima." M. W. Miller is sec'y of the ass'n.

## OKLAHOMA.

Cherokee, Okla.—I have succeeded W. F. Gibson as mgr. of the Farmers Federation.—N. P. Hague.

Norge, Okla.—Geo. Thomas, who once owned an eltr. at Ninnakah, Okla., is now scooping corn at this station.

Oklahoma City, Okla.—Fire destroyed the eltr. of the R. E. Robey Grain Co. here Sept. 23. Insurance covered the loss.

Checotah, Okla.—The Davis Mill & Eltr. Co. of Muskogee has bot the plant of the Midland Eltr. Co. and installed W. Doyle as mgr.

Verden, Okla.—The eltrs. of the Home Grn. Co. here and at Carnegie, Okla., have been leased by Matthews & Linton of Chickasha.

Cashion, Okla.—The Crum Grain Co. incorporated with \$5,000 capital; directors: E. A. Barnes, L. T. Hudson, J. H. Thompson.

Oklahoma City, Okla.—The Harrah-Robb Grn. Co. is planning to build a 60-car capacity eltr. and a 500-ton hay storage warehouse here.

Chickasaw, O.—Chickasaw Grn. & Mfg. Co. incorporated by Peter Niekamp, Casper Clune, Jacob Hein, John Grieshop, L. A. Grieshop; capital, \$35,000.

Oklahoma City, Okla.—Sec'y C. V. Topping, of the Oklahoma Millers Ass'n, will remove to offices in the new American Nat'l Bank bldg. when completed and the Board of Trade will occupy the two rooms which Mr. Topping now occupies in the old post office building.



Oklahoma City, Okla.—Memberships in the Board of Trade have been bot during the last month by W. M. Randels, of Enid, George Noll of Muskogee and J. W. Binding of Tulsa.

Guthrie, Okla.—Promulgation of a local and joint mileage schedule, to govern in the application of local and joint freight, passenger and express rates will be the question considered at a meeting of the State Corporation Commission to be held Oct. 12.

## OREGON

Baker City, Ore.—The Oregon Grain & Mill Co. is erecting a warehouse 60x170.

Union, Ore.—Union Flouring Mills have built a warehouse at this place.—S. G. & M. B. Rees, Cove, Ore.

Island City, Ore.—Pioneer Milling Co. and Farmers Union have built warehouses here.—S. G. & M. B. Rees, Cove, Ore.

Cove, Ore.—We have built a warehouse here. In order to handle the unusually large crop almost all dealers have had to build or enlarge warehouses.—S. G. & M. B. Rees.

Portland, Ore.—The owners of the Portland Flouring Mills have incorporated 3 milling concerns. The names of the new corporations, whose place of business is Portland, and capital stock of each follow: Odessa Mfg. Co., \$50,000; North Pacific Flour Mills Co., \$100,000, and Lind Mfg. Co., \$50,000.

Portland, Ore.—Since the fire which destroyed the plant of the Portland Flouring Mill Co. an examination shows that the 4 big concrete storage tanks under construction at the time went thru the fire without apparent damage. If further inspection discloses that they escaped serious injury T. B. Wilcox says that from 4 to 6 more will be built. If concrete is not used steel will be employed. Each tank will have capacity for 30,000 bus. wheat. If the tanks now under consideration are built total capacity will reach 300,000 bus.

Portland, Ore.—Grain rates between Portland and points on the Oregon Railroad & Navigation Co.'s lines were ordered reduced Oct. 1 by the State Railroad Commission. This reduction, which averages about 12½ per cent of the rates now in force, will become effective Oct. 20 unless contested by the railroad company. In view of the recent order of the Washington commission similarly affecting grain rates on the Northern Pacific, it is expected that the Oregon Railroad & Navigation Company will submit to the reduction. The reduced rates will apply to shipments of rye, oats, barley, flaxseed, buckwheat, grain screenings, corn (common or kafir, dried corn but not popcorn), malt, flour and mill feed. These rates, while not based upon those soon to be put into effect on the O. R. & N. and Northern Pacific lines in Washington, are in harmony with them, and if anything the shippers of eastern Oregon to Portland get a shade the better of the Washington growers.

## PENNSYLVANIA.

Pittsburg, Pa.—We are experiencing a great demand for split cars.—R. A. Sheets, & Co. S.McCague.

Pittsburg, Pa.—Official weights are soon to be inaugurated by the Grain & Flour Exchange, the details having been worked out by a committee which will soon have the rules governing the department ready for distribution.

Pittsburg, Pa.—An official weighing system and an inspection bureau will be established at this market, the committee having the matter in hand still being engaged in working out the necessary details. The inspection bureau will be under the supervision of a chief weighmaster and grain, hay or feed unloaded by private parties, which previously has not been weighed by the official eltrs., and on which there is a shortage, will be investigated for shortages by the chief weighmaster, who will certify to the result of the investigation.

## PHILADELPHIA LETTER.

Pennsylvania and nearby states, cob corn, it is predicted here, will be scarce this season.

While the buckwheat crop in the state is short, there will be enough and to spare for the usual buckwheat cake and scrapple output.

Receipts here for September were: Flour 395,404 barrels, wheat 402,190 bushels, corn 129,451 bushels, oats 661,415 bushels, hay 10,219 tons.

Receipts of corn for 9 months past show an increase of 1,289,161 bushels over the same period of the previous year, and export corn for 9 months was 2,021,454 bushels greater.

Hay after advancing \$1.50 per ton within a period of two weeks, has taken a tumble in price and is that much lower now, confirming the old time theory that "what goes up must come down."

The restoration and improvement of the inland canal and waterway system, it is believed, will be of great benefit to this city and the grain trade in facilities, better freight rates and increase of accommodations and volume of business.

The conference on the abolition of the charge for diverting grain in transit has been postponed in a letter from the chairman of the trunk line ass'n to Wm. M. Richardson, chairman of the transportation committee of the Commercial Exchange.

Charles E. Davis, Sr., is dead, and was well known to the grain trade as the veteran superintendent of the Girard Point Elevators, retiring in 1904 after a continuous service of upwards of 30 years, having passed the allotted age of life, the three score years and ten.

A meeting of the grain and flour men will be held within a week for the organization of a Traffic Bureau to work out many reforms and discriminations to which the trade is at present interested in as between the receivers and the transportation companies and for the betterment of business generally. Other leading ports and terminals are to join in the movement.—S. R. E.

## SOUTHEAST.

Atlanta, Ga.—The Atlanta Grain Dealers Ass'n has adopted the grades of grain authorized by the Grain Dealers Nat'l Ass'n, effective immediately.

## SOUTH DAKOTA.

Roscoe, S. D.—J. P. Thomas has completed an eltr. here.

Emery, S. D.—The Farmers Eltr. Co. is completing a 50,000-bu. eltr.

Emery, S. D.—Farmers Eltr. Co. has completed a 50,000 bu. eltr. here.

Lemon, S. D.—Western Grn. & Lbr. Co. is building an eltr.; capacity about 30,000 bu.

## JOHNSON'S Grain Dryer and Renovator

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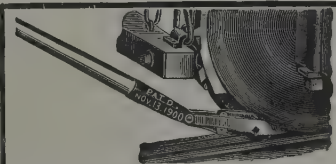
## HISTORY OF MAY CORN

My "History of May Corn" circular gives exhaustive data covering the present period when corn "is in the making." Sent free.

E. W. WAGNER

165 Board of Trade

CHICAGO



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Junius, S. D.—The eltr. of D. McKinnon has been completed by the Younglove Const. Co.

Rapid City, S. D.—P. Judge and J. Kanskutt are contemplating the erection of a line of elevators.

Watertown, S. D.—The M. T. Shepherdson Co., of Sioux City, Ia., is opening a branch office here.

Springfield, S. D.—A. W. Swayne has bot the eltr. of J. M. McCullom of this place.—M. L. R. Tankersley, Sioux City, Ia.

Bonesteel, S. D.—F. M. Wright, formerly of Somers, Ia., is now mgr. of the eltr. of the So. Dak. Grn. Co. at this place.

Doland, S. D.—The contract for building the 50,000-bu. eltr. here for the farmers company has been awarded to C. H. Benson.

Utica, S. D.—M. King is razing his eltr. here to be rebuilt on the Platte line in Chas. Mix county and I am with him here temporarily.—W. O. Nelsen, Volin, S. D.

Fairview, S. D.—The Farmers Co-operative Grn. Co. has replaced its direct spout with a new spout 6½ inside diameter.—W. P. Manning, mgr. Farmers Co-op. Grn. Co.

Mitchell, S. D.—The Corn Palace opened here Sept. 27 with the largest attendance in its history. The opening program contained many special exercises of unique and appropriate character.

Barbara, (no p. o.), S. D.—The Barbara Grain Co. is the name by which the new company, consisting of Geo. G. Kusler of Artas and Reagan & Hooper of Eureka, will be known. Their eltr. is completed.

Fort Pierre, S. D.—We have completed the eltr. here for Decker & Ostendorf, 15,000 bus., one stand 11x6 cups, rope drive, Fairbanks Dump Scale, Fairbanks 5 hp. Engine, B. S. Constant Man Lift.—V. E. Forrest Co.

Springfield, S. D.—Have completed two 15,000-bu. eltr. here for J. W. DeWitt and S. M. Brann; each with one stand 11x6 cups, rope drive, Fairbanks Dump Scales, 6 h.p. International Engine and B. S. Constant Man Lift.—V. E. Forrest Co.

## TENNESSEE.

Union City, Tenn.—Taylor-Green Grain Co. will put in a corn dump and eltr.

Memphis, Tenn.—We are just starting in the wholesale grain business.—P. A. Partrick & Co.

Memphis, Tenn.—Correcting erroneous statements in the daily press we would say that L. W. McCord & Co. have garnished a balance due J. P. Gentry & Sons of Memphis, whom they were suing for overdrafts, an account of which we know nothing.—Ewart Grain Co., Lincoln, Neb.

Dyersburg, Tenn.—G. T. Taylor & Co. of this city have instituted suit against the Yazoo & Mississippi Valley R. R. Co. for the collection of \$348.96 and interest from March, 1904. Complainant alleges this amount to be due as the value of a carload of white corn which was disposed of by the defendant in the month mentioned.

## NASHVILLE LETTER.

Nashville grain dealers are having a short period of dull times just now, but are anticipating an excellent fall and winter. In anticipation of this dull period most of the dealers have allowed their

supply on hand to dwindle, and many of the eltrs. are low in stock. The general business outlook throughout the Southeast is as good as could be desired and every dealer is expecting to come into his own later in the season.

E. C. Hawkins, who has been temporary receiver for the defunct Kendrick Roan Grain Co. since that firm failed two months ago, was made permanent receiver by the court this week, and has begun the work of closing out the business.

Charles Rouzer has succeeded C. A. Harrison as chief weighmaster of the Nashville Grain Exchange. Mr. Rouzer has been in the commission business under the firm name of the Rouzer-Sullivan Commission Co., which business has been sold on account of the death of C. D. Sullivan, the other member of the firm.

The River & Rail Warehouse Co. was incorporated this week by I. T. Rhea, Robert Rhea, C. A. Harrison, W. D. Rhea and Albert Rothschild. This unusual name was chosen because the plant is situated on both the river and the Louisville & Nashville terminal lines. I. T. Rhea is pres., Robert Rhea sec'y, and C. A. Harrison treas. and mgr.

Bruce Douglas, whose death occurred here Sept. 12, for many years was one of the best known grain dealers in the city. He also was prominent in the religious and social life of Nashville and, possessed of a nature of unusual geniality and kindness, he leaves behind many friends. For several years his health had been declining and a week before his death he suffered an attack from which he never rallied. Mr. Douglas was a native of Nashville and was 55 years old. He devoted most of his life to the grain business, being associated with his brother, Byrd Douglas. In the business world he was noted for his sagacity, strict integrity and unusual strength of character. At one time he was pres. of the Nashville Grain Exchange. Funeral services were held from Christ Episcopal church, of which Mr. Douglas was a member.

## TEXAS.

Saratoga, Tex.—McGinty Bros. have gone out of business and moved away.

Nocona, Tex.—The eltrs. of McCall & Graves and Thurston Hardware Co. were burned Oct. 5; loss, \$5,000.

Whitesboro, Tex.—The eltr. of the Sherman Grn. Co. was damaged by fire recently to the extent of \$10,000.

Sweetwater, Tex.—Sweetwater Mill & Eltr. Co. incorporated by J. G. Hodges, E. E. Wart, L. H. Witt and others; capital stock, \$7,000.

Howe, Tex.—The Howe Grain & Mercantile Co. has petitioned the state railroad commission to make the low rates on native grown corn and oats granted in July apply on any corn or oats irrespective of place of growth.

Howe, Tex.—The eltr., one warehouse and office building of the Paul Bean Grn. Co. burned here Sept. 18 with total loss of about \$50,000; insurance, \$38,000. Included in the loss were 10,000 bus. ear corn and 45,000 bus. oats.

Fort Worth, Tex.—The building of the Fort Worth Grain & Eltr. Co. was burned Sept. 24 with loss on building and machinery of \$35,000; on grain, \$25,000. Fully covered by insurance. The building and stock of the Fort Worth Macaroni Co. also was damaged to the extent of \$20,000; insurance about 55 per cent.

Galveston, Tex.—September clearances of grain from this port included 1,181,440 bus. wheat and 34,286 bus. corn, compared with 2,942,964 bus. wheat and no corn exported during the same month in 1908.—C. McD. Robinson, chief inspector.

Balmorea, Tex.—A company has been organized with \$50,000 capital to build an alfalfa mill at this point. The mill will have a capacity of 60 tons a day. Chas. W. Swenson, head of the Swenson Land Co., Chicago, is said to be behind the proposition.

Houston, Tex.—The petition of Houston rice interests to the State Railroad Commission for a restoration of the stoppage in transit privilege and a new adjustment of rates has been dismissed. It is probable now that application for relief will be made to the Interstate Commerce Commission.

## WASHINGTON.

Prescott, Wash.—Two grain tanks with capacity of 80,000 bus. have been built here by the Northern Pacific Mill Co.

Seattle, Wash.—The Albers Milling Co. has plans out for the construction of 300,000 bus. storage tanks, of wood.—John W. Johnson.

Waitsburg, Wash.—E. M. Denton, local mgr. for the Kerr-Gifford Co., has resigned after 16 years connection with this company and its predecessors. He will enter the real estate business at San Pedro, Cal.

Tacoma, Wash.—At its recent meeting held here the State Railroad Commission ruled that hereafter smut in wheat and dockage for foul grain would be judged by terminal inspectors. No. 1 clover and timothy hay may contain 15 per cent of other grasses; No. 2, 25 per cent. The No. 3 and Western Washington grades were abolished and a new one, defined as "no grade," established for both hay and straw.

Seattle, Wash.—Offices have been opened here and at Spokane by Paterson, Smith & Pratt, Portland, Ore., dealers in grain. The local office will be in charge of Edward L. Smith, while Geo. Smith will manage the Spokane office. The latter formerly was connected with the San Francisco office, now under the management of T. Smith. The principal sections of the Pacific coast are now covered by this company.

## WISCONSIN.

Chippewa Falls, Wis.—The Consolidated Mill, Eltr. & Power Co. has taken over the Northern Eltr. and will operate it in connection with its own eltr. and mill.

Spring Valley, Wis.—The general offices of the La Crosse (Wis.) Grain Co., successors to the S. Y. Hyde Eltr. Co. and the Pierce-Stephenson Eltr. Co., have been removed from La Crosse to this point. This company owns and operates a line of 15 eltrs. on the Sou. Minn. division and 5 on the Great Western.

Itasca, Wis.—An addition to the eltr. of the Itasca Eltr. Co., which now has a capacity of 1,300,000 bus., is under consideration. This eltr. is a very busy one, but its capacity is considerably below that of other houses in the Superior district. In all probability the addition to the eltr. will be in the form of concrete storage tanks, as the handling capacity of the present house is fully equal to the demands that will be made upon it for some time.



Superior, Wis.—The record for grain receipts here was broken Sept. 27 when 1,810 carloads of wheat were in the local railroad yards awaiting disposition. This was two and one-half times as much as received in Chicago and Minneapolis together, the receipts at Chicago being only 40 cars and those at Minneapolis 650. In addition to the wheat there were 200 carloads of barley and 50 cars of oats.

## MILWAUKEE LETTER.

Memberships in the C. of C. are quoted at \$250, nominally, net to the buyer. No sales have been made of late.

A baseball game for the Chamber of Commerce pennant was played between employees of two firms Oct. 2 at one of the parks.

The finance committee of the C. of C. has set the current rate of interest for October, to be charged on advances, at 5%.

There continues to be an excellent demand for good quality Wisconsin barley. The barley market here thus far this season has been active and good.—Owen & Bro. Co.

The barley market is a little slow; maltsters principal buyers and shippers taking part of the offerings. Trade seems to be uncertain as to future trend of values.—C. F. Glavin.

T. A. Bryant has gone into business for himself on joint account with the Berger-Crittenden Co., a connection that should be of mutual advantage because of Mr. Bryant's extensive acquaintance among shippers and his thoro knowledge of the grain trade.

Rye crop seems to be short and movement so far very light. Rye business comes in fits and spurts. Think rye will sell a little higher. Wisconsin millers are paying a premium. Compared with corresponding period last year the movement is extremely light.—H. Jahns, Jr., Co.

The millers I have talked to in the Northwest anticipate a good year's trade, on account most flour buyers started on this crop with rather low stocks of flour; they are obliged to buy rather free now. That will insure steady trade. This makes the outlook very bright.—P. P. Donahue.

Taking effect Oct. 3 the rate on barley from Duluth via the Omaha and C. & N. W. Ry. Co's to Milwaukee or Chicago, with milling in transit privilege, will be the same as from Minneapolis, viz.: 7½c per 100 pounds without any extra charge for milling in transit.—Geo. A. Schroeder.

Application for membership in the C. of C. has been made by Geo. E. Robson and John E. Woodworth. M. L. Henderson, M. D., and Frank W. Smith have made application for the transfer of their memberships. Members recently elected are Chas. H. Quackenbush, M. P. Schmidt, J. D. McMillan, M. S. Hyland and Geo. Brickbauer.

We are all wondering when the grain business is going to start in earnest. Receipts in all markets thus far are much below that of preceding years. It seems plausible to think that we will have larger movement beginning in the near future. The farmer is now thru with his fall work and will probably market more freely. Another thing occurs to me: the first movement is largely in country eltrs. and they are about full, and any further marketing will force that grain out of the houses.—Wallace M. Bell.

Once again come rumblings from the railroad world to the effect that options are being secured by supposed representatives of the "Soo" road for property running parallel with the C. M. & St. P. road starting at the outskirts of the city to a point in the central section, for the purpose of establishing their own line in Milwaukee, with terminals, etc.

What is regarded as the first time in the history of the flour business in Milwaukee, was a shipment of two carloads of flour consigned by the Berger Crittenden Co. of this city to Minneapolis customers and one carload to St. Paul trade. The shipments were flour made from new Kansas winter wheat which has been coming to Milwaukee in large quantities.

A difference is noticeable between the business this year and that of the last two years, as people to whom we ship seem more inclined to buy for future delivery than they have during the past two years. The only thing that will prevent Milwaukee from doing a good Oct. business is in the fact that arrivals have hardly been heavy enough to keep us on a shipping basis.—F. C. Smith of Lyman-Smith Grain Co.

A hearing will be held by the Wisconsin Railroad Commission at Madison Oct. 12 on the complaint by the Milwaukee Chamber of Commerce against the Milwaukee and Northwestern roads for charging unreasonable rates on grain from points in southern Wisconsin to Milwaukee as compared with rates from northern Illinois to Chicago. The complaint was filed by Geo. A. Schroeder, traffic mgr. of the C. of C., who will also represent the Chamber at the hearing.

Members of the Chamber were treated to a bit of pleasure other than that of sitting up at nights trying to figure some new method for attracting business to this market, by a visit from Pres. Taft, who looked very much pleased to see everyone on the floor, and a visit from the little brown men from Japan, who are touring this country as representatives from the little island in the far off Pacific. On top of all this the Chamber closed its doors at noon "Milwaukee Day" at the State Fair.

Notwithstanding the fact of the arrival for some time of that part of the shipping season designated as the "heavy" part, receipts at this market, as well as at others generally, have shown a decided dropping off, compared with previous years at this time. Can it be possible that the farmer has once more brot that little volume entitled "High Prices, and How to Obtain Them," by A. Farmer, which was neatly packed away during the summer, and has become absent minded for the time being about the shipment of his produce? If such is the case a good deal of head scratching will be indulged in by one particular portion of the trade.

Milwaukee market for wheat is very active for all grades with the exception of durum, which has been little slow sale. Have been getting premiums of 5 to 6c over Minneapolis prices on blue stem, which more than covers the difference freight thus giving us the edge on the other market. Receipts have been very light and the only way to account for this that we can see is that the farmers are not letting go of their grain at these prices. Only a little No. 1 northern wheat is coming from the southern part of South Dakota and the No. 2 northern is running from poor to good, the



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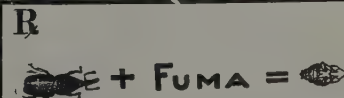
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good bringing the outside prices. This year's crop is composed mostly of the medium grades and the harder grades are consequently bringing a premium over the softer, i. e. as compared with the relative difference in the price of both kinds of grain. Velvet chaff is always finding a market at good prices.—Mohr-Holstein Com. Co.—Slits.

For the past month and a half we could not get enough hay to meet the demand, on account of the farmers being so busy with fall work. We have been having a good, clean, healthy market, no accumulation of hay of any kind, consequently we were able to get our own price for the hay which did get to the market. We are looking for higher prices because of a big shipping demand springing up in the southeast. There isn't a day passes but what we get inquiries to name prices on lots of 25 to 50 cars, but on account of hay not moving in this state we are unable to figure on any of those contracts.—A. G. Kneisler, of W. J. Armstrong Co.

## Patents Granted

**Dust Collector.** No. 935,066. (see cut.) Gottlieb Szesny, Chicago. Comprised in the dust collector are a receiver, a removable cone therein, a rotary element adapted to travel exteriorly around the cone, a stocking beneath the receiver, and means for imparting a vibratory motion to the stocking.

**Grain Bin.** No. 935,096. (see cut.) Albert N. Eaton, Omaha, Neb. The bin comprises, in combination with an upright casing having exit ports disposed in vertical alignment, longitudinal conveying upper and lower chutes having their bases pivotally mounted adjacent the exit ports and adapted to swing upwardly therefrom to dispose their upper terminals adjacent to

the casing, the base of an upper chute being disposed inclosingly upon the terminal of a lower chute.

**Car Door.** No. 934,540. (see cut.) Robert R. Jones, Chicago. The door has a substantially rectangular plate adapted to engage the side of the car in connection therewith at its rear edge, the connection consisting of links pivoted to the plate and to the door, the pivotal connection with the door of one of the links comprising a rod journaled in bearings secured to the door, and an eccentric integral with the rod adapted to be locked by frictional engagement with a plate inserted in the side of the car, when a handle disposed at right angles to the rod is depressed.

## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### COLORADO.

Castle Rock, Colo., Oct. 6.—Grain raising is very uncertain in this locality, which is better adapted to dairying. This season wheat was badly damaged by late rains, and oats will not be up to average in quality or quantity.—Douglas Co. Merc. Co.

### IDAHO.

Rexburg, Ida., Sept. 29.—Storms in this section have done considerable damage to crops this fall. Much grain has sprouted in the shock.—John J. Anderson, agt. Miller Bros.

### ILLINOIS.

Esaw sta., Humrick p. o., Ill., Sept. 29.—Corn looks fine here.—W. P. Lewis, r. f. d. 2, Georgetown, Ill.

Sibley, Ill., Oct. 6.—Corn in this vicinity is drying in good condition; average yield 45 to 50 bus.; very little old corn left; oats good quality and farmers holding for 40c; average yield 50 bus.; pastures in good condition.—Sibley Grn. Co., E. T. Johnston, mgr.

### INDIANA.

Attica, Ind., Oct. 6.—Corn and oats crop will be about 20% larger than last year. Wheat crop short, quality fair.—John T. Nixon.

Manson, Ind., Oct. 6.—Corn and oat acreage will be 16% larger compared with last year. Wheat crop short, quality fair.—S. Van Steenberg.

Collett, Ind., Oct. 4.—A bumper corn crop; both acreage and yield are large. Fall weather has been fine for the maturing of the crop.—Jesse L. Peters.

Cicero, Ind., Oct. 7.—Corn crop is good, ripening up in fine shape. Oats are not a very extensive crop. Wheat needs a little rain, all right otherwise. No cloverseed to speak of.—E. Porter.

Rushville, Ind., Oct. 8.—Big corn crop, best crop in the history of the county. Acreage is good. With wet weather there will be more or less damp corn, but with absence of rain quality will be fine.—C. W. Hinkle.

### IOWA.

Toeterville, Ia., Sept. 23.—Threshing is about half finished. Oats yields range from 23 to 44 bus. with the bulk yielding about 30 to 35; very good weight. Barley yields reported run from 12 to 33 bus., most places going about 25 bus. of fair quality.—H. D. Mundt.

### KANSAS.

Topeka, Kan., Sept. 23.—On account of heavy rains after harvest, while wheat was in the shock, a large percent was damaged by sprouting and bleached, thus preventing it grading No. 2. This is especially true of all the territory north of the main line of the U. P. Ry. Practically all wheat remaining in stack is badly damaged and very little of it will grade better than No. 4. Mill supplies thruout the state are light, as most of the interior mills have not only enough to supply immediate needs. About the same acreage of winter wheat was sown this fall as last; and 506,000 less acres were sown to wheat in the fall of 1908 than during the preceding fall. Seeding will be much later this fall than usual, as comparatively little plowing was done until after Sept. 4. Estimated acreage of

winter wheat thruout the state totals 6,433,926 acres; average yield, 11.1 bus. per acre, producing a crop of 74,337,797 bus. Spring wheat yield is estimated at 75,011,137 bus. on 6,501,560 acres, making an average of 10 bus. per acre. Total yield of oats for the state is estimated at 119,445,320 bus. on 7,691,311 acres, making an average yield of 15.3 bus. per acre.—E. J. Smiley, sec'y Kansas Grain Dealers Ass'n.

### KENTUCKY.

Frankfort, Ky.—Kentucky state crop report for Oct. makes yield of corn 32 bus. per acre compared with 25 bus. a year ago and the indicated crop 112,000,000 bus. Government report in Sept. indicated a crop of 89,000,000 bus. against the final crop of 85,000,000 bus. last year. Acreage sown to wheat, 81 per cent of last year.

### MICHIGAN.

Lansing, Mich., Oct. 7.—Final estimated yield of wheat in the state is 18 bus. per acre. Quality is very good and crop secured in excellent condition. Estimated total yield for state is approximately 12,000,000 bus. The per cent of acreage sown this fall compared with the average for last 5 years in the state is 96. Estimated acreage of rye harvested is 335,800 and the estimated yield 5,037,000 bus. Of barley estimated acreage harvested is 72,676 and estimated yield 1,671,548 bus. Estimated average yield per acre, in bus., of oats in the state is 29; estimated acreage harvested is 1,432,335 and estimated yield 41,552,215 bus. The average yield of corn per acre is estimated at 32 in the state; estimated acreage harvested 1,654,640 and estimated yield 52,948,480 bus. Estimated acreage harvested of beans is 475,000 and estimated yield 1,175,000 bus. Per acre the estimated average yield of buckwheat in the state is 14 and estimated total yield 775,520 bus.—Frederick C. Martindale, sec'y of state.

### MINNESOTA.

New York Mills, Minn., Sept. 27.—Crops are not as heavy this year as last; wheat yield about 15 bus. per acre; oats, 20; rye, 20. Barley is no good. Corn is extra good.—H. C. Hanson, agt. Andrews Grain Co.

### MISSOURI.

High Hill, Mo., Oct. 3.—No movement to amount to anything in grain of any kind.—L. P. & J. H. Miller.

Independence, Mo., Oct. 2.—Crops of all kinds are good here this year, though oats and wheat were somewhat damaged by the late rains; still there is never half enough raised here to supply the demand as this is a well settled community with high land.—J. De Courcy.

Columbia, Mo., Oct. 2.—Wheat is generally going in in good shape. This is true of all early broken wheat ground that has been worked down well. The part of the ground seeded Oct. 3 is estimated at 50 per cent compared with 40 per cent at this time last year. Owing to the August drouth, which made the ground in some sections too hard to break, the wheat acreage will be somewhat smaller this year than last, the estimated difference being 5.8 per cent less. Present condition of corn for the entire state is 68.8 compared with 66 per cent last month, and 73 per cent for October, 1908. Crop is maturing nicely and bids fair to be of much better quality than was last year's crop. It also is well advanced, 90.8 per cent being safe from frost compared with 80 per cent at this time last year. The part harvested for fodder is estimated at 39.3 per cent, 4.3 per cent more than was cut up last year. Only about 20 per cent of the correspondents report any surplus corn for shipment and these place the amount to be shipped from these comparatively few sections at only 5.3 per cent of the crop.—Geo. B. Ellis, sec'y Missouri State Board Agri.

### NEBRASKA.

Winside, Neb.—Pretty good crops; small grain of good quality, but the corn is about 35 bus. average per acre.—J. H. Hills, agt. Anchor Grn. Co.

### NORTH DAKOTA.

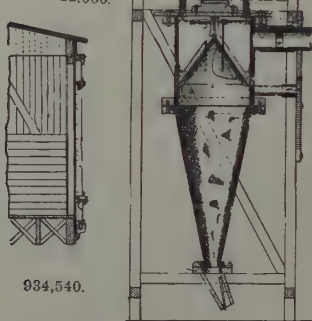
McHenry, N. D., Oct. 5.—Grain is moving very slowly here.—John Ruttle, buyer, Farmers Eltr. Co.

Berwick, N. D., Oct. 4.—Wheat in this vicinity will average about 9 bus. per acre and flax about 9.—Arnold Bros.

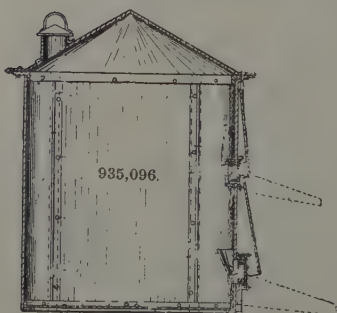
Hannah, N. D., Oct. 5.—Thomas Prior had a field of oats that yielded 85 bus. per acre.—W. A. Gilmore, agt. Amenla Eltr. Co.

Denhoff, N. D., Oct. 5.—Wheat is averaging 9 bus. per acre; flax about 8; oats, 25. No barley in our country.—F. Ahlbrecht & Sons.

935,066.



934,540.





Antelope, N. D., Oct. 4.—Grain has yielded about 18 bus. to the acre in this vicinity this season.—John F. Harnden, agt. Lyon Eltr. Co.

## OHIO.

Metamora, O., Oct. 7.—New corn is moving freely. Acreage of wheat seeded is small.—S. L. Rice, mgr. Metamora Eltr. Co.

Van Wert, O., Oct. 1.—Farmers are anxious to sell new corn; it is not as good in quality as last year. Oats have been moving quite freely.—Chas. T. Pierce.

College Corner, O., Oct. 6.—The corn crop is a big one; best in several years. There will be early movement. Wheat is very poor quality; oats poor.—A. G. McDill.

Selma, Ohio, Oct. 6.—Corn quality good. Acreage will be 5% larger than last year. Oats acreage will be 3% larger than last year, are light and run as low as 25-27 lbs. to the bushel. Wheat is poor.—Mr. Calvert.

Columbus, O., Oct. 1.—The prospect for Ohio's wheat harvest is a total estimated product of 27,355,142 bus. The wheat area, as reported by township assessors, was 1,711,047 acres. Average yield per acre 16 bus. Compared with the harvest of 1908 the estimated yield for the present year represents a shortage of 1,954 bus. Average yield per acre this season is slightly in excess of that of last year, but the exceedingly low acreage harvested has reduced the general production. Quality compared with the average is 87%. Reports show that 10% of the crop of 1908 remains in producers' hands. In many sections of the state wheat seeding has been completed while a large number of correspondents report this work as being retarded by dry weather and the late maturing of corn. Where the plant is showing above ground the reports are most favorable as to its condition. Some few correspondents note the fact that an unusually large acreage has been sown for next year's harvest, but unless the acreage is materially increased the 1910 production will show no great improvement over that of the present season. The estimated area seeded to oats was 1,592,167 acres and from this area has been produced 51,284,720 bus., an average yield of 32 bus. to the acre. Compared with the harvest of 1908 this is an increase of 16,920,740 bus. The acreage harvested far exceeds that of the previous year due principally to the failure of wheat. Quality of the grain is satisfactory, being estimated at 91% compared with an average. Rye shows a production of 946,569 bus. for the state as a whole. Corn prospects are estimated at 87% compared with an average. Early frosts are reported generally over the state but no material damage has resulted. Present corn area being greater than that of last year, together with a more promising prospect than on the corresponding date of 1908, should result in an increased harvest.—Ohio Department of Agriculture.

## OKLAHOMA.

Guthrie, Okla., Oct. 1.—The prospective production of corn is 55.7% of normal yield, compared with 72% last year. Production of cowpea seed is 81%, compared with 80.4% last year. Kafir corn production is 60.7%, compared with 77.4% last season and the production of milo maize is 64.2%, compared with 76.8% last year. Broom-corn production is 59.8%, compared with 73.4% last year, proportion of broomcorn harvested to date is 84.4%, compared with 66.9% last season. Growing condition of alfalfa on Sept. 25 was 48.3%, compared with 81.3% at the same date last year. Proportion of fall plowing accomplished to Sept. 25 is shown to be 36.2%, compared with 40.2% one year ago.—Chas. F. Barrett, sec'y Okla. State Bd. of Agri.

## OREGON.

Cove, Ore., Sept. 27.—Crops are better in quality and quantity than for several years.—S. G. & M. B. Rees.

## PENNSYLVANIA.

Philadelphia, Pa., Oct. 6.—Crops are light through the eastern counties, but will have good local trade.—J. B. Pultz.

## SOUTH DAKOTA.

Watertown, S. D., Sept. 30.—The yield of all kinds of grain in the northeast quarter of this state is much smaller than last year and the quality is not so good. I shall be very much surprised if the total yield from the main line of the C. & N. W. Ry. north as far as the Missouri river reaches 75 per cent of last year's crop. All crop reports claim this a bumper crop but they are wrong both as to quantity and quality.—Kasota Eltr. Co., per C. L. Johns, mgr.

Fairview, S. D., Sept. 7.—Quality of oats good, but yield light; farmers inclined to bin oats at present prices; outlook for corn very good.—W. P. Manning, mgr. Farmers Co-op, Grn. Co.

## GOVERNMENT CROP REPORT.

Washington, D. C., Oct. 8, 1909. 2:00 P. M.—The United States Department of Agriculture estimates the average condition of corn on Oct. 1 was 73.8, compared with 74.6 last month, 77.8 on Oct. 1, 1908, 78.0 on Oct. 1, 1907, and 79.2 the ten-year average, on Oct. 1.

Comparisons for important corn states follow:

States.	Condition.			
	Oct. 1, 1909.	Sept. 1, 1909.	Oct. 1, 1908.	10-yr. Oct. Av.
Ill. ....	84	84	72	83
Iowa ....	77	79	80	81
Tex. ....	50	55	53	72
Mo. ....	69	68	71	80
Neb. ....	69	68	80	78
Kan. ....	57	57	69	71
Okla. ....	46	47	73	74
Ind. ....	90	91	67	85
Cal. ....	87	87	84	82
Ohio ....	86	87	82	83
Ky. ....	32	33	75	80
Tenn. ....	74	73	82	78
Ala. ....	73	76	83	79
N. C. ....	77	79	82	81
Ark. ....	64	65	79	76
Miss. ....	67	69	81	75
La. ....	84	87	81	78
S. C. ....	81	82	79	77
S. D. ....	90	90	88	81
Va. ....	76	75	89	86
U. S. ....	73.8	74.6	77.8	79.2

The preliminary estimate of the average yield per acre of spring wheat is 15.9 bus., which compares with 13.2 bus., the final estimate in 1908, and 13.5, the average of the past ten years. The indicated total production of spring wheat is about 291,848,000 bus., against 226,694,000 the final estimate in 1908. The quality is 90.5, against 88.2 in 1908 and 85.5, the average for the past ten years.

Comparisons for important spring wheat states follow:

States.	Production, 1909.		Production, 1908.	
	Per Acre, Bush.	Total, Bush.	Qual-ity, Pc.	Per Qual-ity, Pc.
N. D. ....	13.7	87,283,000	89	11.6 90
Minn. ....	16.5	94,562,000	92	12.8 86
S. D. ....	14.1	45,050,000	88	12.8 83
Wash. ....	20.6	18,648,000	94	15.0 89
U. S. ....	15.9	291,848,000	90.5	13.2 88.2

The indicated total production of spring and winter wheat combined is about 724,768,000 bus., compared with 664,602,000 finally estimated last year. The average quality of all wheat is 80.4, compared with 89.4 last year.

An average yield per acre of oats of about 30.3 bus. is indicated, compared with 25.0 bus. finally estimated in 1908, and 29.4 the average of the past ten years. The indicated total yield is about 983,618,000 bus., against 807,156,000 finally estimated in 1908. The quality is 81.4, against 81.3 last year, and 85.9 the ten-year average.

Comparisons for important oat states follow:

States.	Production, 1909.		Production, 1908.	
	Per Acre, Bush.	Total, Bush.	Qual-ity, Pc.	Per Qual-ity, Pc.
Ill. ....	36.6	159,064,000	94	23.0 79
Ia. ....	27.0	114,129,000	94	24.3 78
Minn. ....	32.7	89,467,000	95	22.0 70
Neb. ....	50.0	61,325,000	87	22.0 78
Wis. ....	35.0	79,800,000	95	31.1 83
Ind. ....	30.5	55,052,000	85	21.2 81
Ohio ....	32.5	52,195,000	87	26.4 82
N. D. ....	32.0	47,456,000	93	23.4 84
S. D. ....	30.4	42,742,000	93	23.0 76
Mich. ....	30.2	39,985,000	90	23.7 93
N. Y. ....	28.2	26,322,000	87	30.1 89
Penn. ....	26.0	25,818,000	86	27.3 85
Kan. ....	28.2	27,185,000	90	22.0 81
U. S. ....	30.3	983,618,000	91.4	25.0 81.3

The indicated average yield per acre of barley is about 23.9 bus., compared with 25.1 bus. finally estimated in 1908, and 25.8, the average of the past ten years. The indicated total yield is about 164,636,000 bus., against 166,756,000 finally estimated in 1908. The quality is 83.5, against 89.3 last year, and 87.4 the ten-year average.

The average condition of buckwheat at time of harvest was 79.5, against 81.1 on Sept. 1, 81.6 at harvest in 1908, and 82.4 the ten-year average condition at harvest.

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# Seeds

Demand for clover seed at Toledo continues to be mostly speculative.—C. A. King & Co.

Clover of good quality, but a short crop.—S. L. Rice, mgr. Metamora Elevator Co., Metamora, O.

No clover seed this year and what there is of inferior quality.—David E. Studabaker, Bluffton, Ind.

An elevator will be erected by the Summers Seed House on a tract of land just purchased at Malvern, Ia.

A very small clover seed crop in this locality and what there is of very poor quality.—Jesse L. Peters, Collett, Ind.

The clover seed crop is very short. Few sections have any and little old seed remains in farmers' hands.—E. A. Brubbs, Greenville, O.

We have had a large speculative trade in seed. Receipts to date are only one-third compared with last year.—S. W. Flower, Toledo, O.

The crop of clover seed is very short, the shortest in years, and is not coming very fast.—A. E. Reynolds of Crabb-Reynolds-Taylor Co., Crawfordsville, Ind.

The Italian Seed Co. has been incorporated at Memphis, Tenn., by John Linqua, John Beretta, Chas. Coscia, G. C. Dew and M. Goldsmith. The capital stock is \$5,000.

If present good weather continues there will be a good movement of corn. The latter part of October we will get a good movement of new corn.—E. W. Bassett, Indianapolis, Ind.

Indiana's clover seed crop is much shorter than the dealers are willing to believe and the supply of old seed is smaller than that July 1. The farmers are not holding much.—Kraus & Apfelbaum, Columbia City, Ind.

Stockholders of the Ozark Seed Co. of Springfield, Mo., perfected their organization Oct. 2, with John R. Barrett pres. and A. S. E. Sanders sec'y. Business will begin Nov. 1 in a building now being thoroly remodeled.

Large purchases of timothy seed have been made recently by Gilchrist & Co., Ionia, Ia., and the Huntting Elevator Co., Charles City, Ia. The former bot 27,310 lbs. of one grower and 25,500 lbs. from another; and the latter received from one farmer 11,000 lbs.

Toledo, O., Oct. 9.—Clover seed had several weak spells this week. Market early in this week was about 20 cents higher than close of last Saturday, but later there was more or less liquidation of October, which brought about a decline, carrying the March down to \$9 Friday, the close Friday night, however, being only 10 cents under last Saturday. These setbacks are due any time no matter how high the price goes eventually. Many small longs loaded up and on the first turn of weakness tried to get out, making a very erratic market. We had a few reports from Ohio and Illinois this week which say that there is not much seed in the farmers' hands and that about one farmer in six will have from three to ten bus. of new seed to hull this year.—J. F. Zahm & Co.

Toledo received during the week ending Oct. 9 1,629 bags of clover seed and shipped 812 bags; against 6,794 bags received and 113 bags shipped during the corresponding week of last year. Receipts for the season to date have been 10,669 bags and the shipments 4,857 bags; against 50,280 bags received and 4,588 bags shipped during the corresponding period of the season preceding.

The crop of timothy seed, like grain of every description, is moving very slow. Arrivals at Chicago so far this year have been considerably under those of the previous season. There is an active demand for choice, bright country lots. Bulk of offerings thus far have consisted mainly of poor to ordinary seed. The range of price is a wide one, all the way from \$2.50 for very poor up to \$3.75 per hundred pounds for fancy.—F. E. Winans.

The acreage of both timothy and clover is very much less than it was last year, when the clover crop especially was unusually large. The estimated yield of timothy seed is the same as last year, while the clover seed crop is placed at a little less. Timothy seed, acreage threshed, compared with last year is 58.4; average yield per acre 3.5 bu.; clover seed, acreage threshed, compared with last year, 58.7; average yield per acre 1.7 bu.—G. B. Ellis, sec'y Missouri State Board of Agri.

Washington, D. C., Oct. 8.—In its regular monthly report the Department of Agriculture estimates the production of clover seed as 52.4, against 90.8 on October 1 last year, indicating a very short crop. The average condition of flaxseed at time of harvest was 84.9, against 88.9 on Sept. 1, 81.2 at harvest time last year, and 83.2 the six-year average condition at harvest. The condition at time of harvest in important flaxseed states was: North Dakota 84, South Dakota 87, Minnesota 85.

The Iowa Exp. Station examined 40 samples of alsike clover, the average impurities of which were 1.14 per cent. Of these samples 3 had impurities over 5 per cent; no sample fell below 91 per cent of purity. Average vitality of all the samples examined was 81.6; one sample showed a vitality of 95 per cent and over; 5 samples showed a vitality of 75 per cent and under, some running as low as 22 per cent. It is apparent from these analyses that most of the alsike seed offered for sale in the state comes within the statute.

Samples of seed to the number of 10,335 were sent in to the seed control and experiment station at Zurich, Switzerland, in 1908. These required 25,793 tests. The different points determined were degree of adulteration, purity, vitality and cuscuta content. The average results obtained from 1876 to 1908 with different varieties of clover, grasses, forage crops, leguminous plants, cereals, fiber crops, root crops, vegetable and forest seeds are tabulated. Brief notes on the seed of different kinds of plants during recent years are given. Reports also are given on numerous culture tests with forage crops carried on thruout the country. Sainfoin seed from southern Russia did not give as good results as seed obtained from Arabia. Inoculated serradella gave a yield from three to four times as large as serradella grown without inoculation. The statement is made that the inoculating material now found upon the market is much more effective than formerly; as reported by F. G. Stebler in Landw. Jahrb. Schweiz, 23 (1909), No. 1.

Out of 429 samples of Kentucky blue grass examined by the U. S. Dept. of Agri. only eight were found to contain no trace of Canada blue grass. Canada blue grass is simply the little blue grass native to the west, which matures about three weeks after the Kentucky blue grass. In 110 of these samples Canada blue grass seed was found in quantities exceeding 5 per cent, in thirty-two of them there was nothing but Canada blue grass, in a number 50 per cent or over, while in others merely a trace.

Dunmow, Eng.—This is the most disappointing season for many years. The weather in the east of England has been almost continually wet, and the harvest is still not more than half finished. The result to the clover seed crops is disastrous. A small crop of trefoil has been secured and prices for this article are very high. A large portion of the white clover crop has been spoilt, and very little, if any, fine English seed will be available. We fear the red clover crop will be almost an entire failure. The early seed is growing as it stands, and the late crops show no evidence of seeding at all.—Haslar & Clapham.

Chicago received during the week ending Oct. 9 1,782,000 lbs. of timothy seed, 5,800 lbs. of clover seed, 1,515,000 lbs. of other grass seed and 17,000 bus. of flaxseed; against 2,564,000 lbs. of timothy seed, 287,066 lbs. of clover seed, 640,100 lbs. of other grass seed and 65,000 bus. of flaxseed during the corresponding week of last year. Shipments for the week ending Oct. 9 have been 1,160,100 lbs. of timothy seed, 14,700 lbs. of clover seed, 1,857,500 lbs. of other grass seed and 17,600 bus. of flaxseed; against 665,600 lbs. of timothy seed, 306,600 lbs. of clover seed, 1,192,800 lbs. of other grass seed and 1,178 bus. of flaxseed, during the corresponding week of last year.

Our exports of seeds during the 7 months ending prior to Aug. 1, 1909, included 9,065,196 lbs. clover seed, 2,928 bus. of flaxseed, 13,560,416 lbs. timothy seed, and other grass seed valued at \$152,629; against 2,088,007 lbs. clover seed, 900,379 bus. flaxseed, 14,904,527 lbs. timothy seed and other grass seed valued at \$138,517 during the corresponding period of the year preceding. Our imports for the 7 months included 62,656 bus. castor seeds, 9,272,410 lbs. clover seed and 781,765 bus. flaxseed; compared with no importation of castor seeds, 11,056,679 lbs. clover seed, and 22,514 bus. flaxseed during the corresponding period of 1908, as reported by O. P. Austin, chief of the Bureau of Statistics.

In one method of growing common red clover for seed practiced by some farmers in Michigan and south, the clover is pastured back with stock to about June 1st to 10th, or clipped back with the mower set high at about the same date or when the clover, say is one-fifth in bloom. The average annual yields by these methods on farms visited have been about four bus. an acre for common red clover and five bus. for Mammoth clover. When seed is thus made the main purpose of the clover crop instead of hay and seed, the seed yield is generally more than doubled, and the money returns from this crop made as great or greater than from any other crop in the usual rotation of oats, wheat, clover and corn. Our investigations would seem to indicate that it does not make any difference in the seed yield whether the crop is clipped back or pastured back. One method gives as good results as the other.—C. B. Smith, Buro of Plant Industry.



Blue grass or June grass is one of the most common and useful grasses in North America, but it is better adapted for pasture than for hay. It will succeed on hilly and dry lands as well as in moist places. It stands drouth well. Sow in October or November or early in the spring 2 or 3 bushels per acre, if alone.—The Kelly Co.

A ladee handed hur husband a list of flower seeds and ast hem tu bi dem fur hur. Hae sed: "Yu vant dem to blume dese summer, don't yu?" She said: "Yas, of korse." Den hae sed: "Vell, all dese seeds on yure list don't blume till der second summer." She sed: "Ay no det, so dets da reesen Ay baen ordering dem from a last yar catalog."—Knut Knute-son of Murphy Grain Co.

The grades of alfalfa seed offered for sale might be greatly improved through the judicious use of the fanning mill. At least 50 per cent of the samples tested at the station could be graded up several degrees with proper sieves. It is an ordinary occurrence to find that a large portion of the impurities present in alfalfa seed are composed of broken sticks and sand as well as broken alfalfa seeds. These broken pieces may be removed quite readily with an efficient mill or seed grader, and this extra work will assist in reducing the bulk of the sample. The intelligent buyer prefers to set a reasonably strong bid on a first-class grade of seed rather than make even a low offer for a sample composed largely of an abundant supply of refuse. It is true that there are certain weed seeds which grade in size and weight about the same as alfalfa seed, and it is a difficult matter to sift or blow out such material. Under these conditions the grades will not be of material value. In such cases a different grade of seed should be selected, especially if the weed seeds present are known to be a pest. It will be interesting to note that 13 per cent of the impurities of a certain sample were taken from the alfalfa seed, and when this material was removed, the seed was given a much higher rating.—Okla. Exp. Sta.

## New Seed Tariffs.

Gt Nor, Sup 35 to ICC No A2138, seeds, from Seattle, Portland and rate points to Montana common points; effective Oct. 31.

Wabash, Sup 7 to ICC No 1833, rules governing cleaning seeds in transit at points on Wabash; effective, state, Oct. 8; interstate, Oct. 29.

Joint Track Weighing & Insp Bureau, ICC No 41, rules governing transit privileges on seeds at Gibson, Ill.; effective Nov. 1.

C B & Q, Sup 1 to ICC No 1208, timothy seed, cancel rates from St. Louis, Mo., to Iowa points; for rates see GFO4000A, ICC 9214; effective Oct. 30.

C R I & P, ICC No C8753, blue grass, meadow fescue and timothy seeds, from Missouri River points to Lamberts Point, Newport News and Norfolk, Va.; effective Nov. 9.

Pere M, ICC No 2221, flaxseed, from Chicago, Ill., proper and from beyond and Milwaukee, Manitowoc, Keweenaw, Wis., proper and from beyond to points in C F A territory; effective Nov. 4.

C B & Q, ICC No 9772, timothy seed, from St. Paul, Minneapolis and Minnesota Transfer, Minn., to Boston, Mass., 43c; Buffalo, N. Y., 28c; New York, N. Y., 40c; Philadelphia, Pa., 38c; effective Nov. 2.

C Gt W, ICC No 4663, blue grass, meadow fescue and timothy seed, from Kansas City, Kan., Mo., Leavenworth, Kan., St. Joseph, Mo., 34c; Council Bluffs, Ia., Omaha, South Omaha, Neb., 36c; to Newport News and Norfolk, Va.; effective Oct. 23.

A T & S F, Sup 26 to ICC No 3942, grass seeds, canceling rates from points on A T & S F named in W. H. Hosmer's ICC A58, R R 6785C, to Chicago, Peoria and Mississippi River rate points; for rates see W. H. Hosmer's ICC A68, A T & S F 6785C; effective Nov. 10.

## Cobs

Paper from flax straw is interesting eastern capitalists who recently have been investigating conditions in the Northwest looking toward its manufacture on an extensive scale.

Postoffice inspectors in New York have begun an investigation of complaints against a number of Broad street curb brokerage concerns charged with the issuance of circulars advertising worthless mining stocks.

It is intimated in a circular issued by Sec'y J. M. Glenn, of the Illinois Manufacturers' Ass'n, that unless the telegraph companies recede from the position they have taken in the matter of code revision that congress will be petitioned to pass the necessary legislation to place the companies under supervision of the interstate commerce commission.

A recent instance of gas engine obstinacy was found to have an unusual cause. The owner of a hay baling outfit ran out of gasoline and bot some from a country grocer. The engine soon stopped working. Investigation showed that the grocer did not have a clean barrel when the supply wagon came along and had the gasoline put into a molasses barrel. This mixture soon fixed the engine. It had to be taken apart and cleaned.

Mr. Stubb (in astonishment)—"Why, Maria! That tramp has been singing out in the back yard for the last hour."

Mrs. Stubb—"Yes, John, it is all my fault."

Mr. Stubb—"Your fault?"

Mrs. Stubb—"Indeed it is. I thought I was giving him a dish of oatmeal and instead of that I boiled up the birdseed by mistake."

Russian official estimates make the yield of rye this year 35,000,000 bus. less than last year, oats 26,000,000 bus. less, barley 13,000,000 bus. less, corn 10,000,000 less and wheat only 20,000,000 bus. more than last year, making the total of these five crops 64,000,000 bus. less than last year. The estimate of the wheat crop is 587,000,000 bus., rye 693,000,000 bus., oats 967,000,000 bus., barley 346,000,000 bus. and corn 46,000,000 bus.

"Mistah Walkah, kin yo' tell me de dif-f'unce 'tween a peachseed in a bowl o' cooked cawn stahch an' a man like you tryin' to make a killin' on de boad o' trade?"

"No, George; I can't answer that one. What is the difference between a peachseed in a bowl of cooked corn starch and a man like me trying to make a killing on the board of trade?"

"De one am a pit in the puddin' an' de uddah am a puddin' in de pit."

A bulletin will be issued soon by the bureau of soils of the agricultural dept which, it is said, will demonstrate that the soils of the United States are not wearing out and that crop yields are increasing rather than decreasing. "Individual farming," says the bulletin, which was prepared by Prof. Milton Whitney, chief of the bureau, "deteriorates and soils wear out as they always have done, but as a whole it seems probable that we are producing more crops per acre than formerly. This undoubtedly is due to many factors; to better and more intelligent cultivation, more and better systems of rotation of crops, and, in later years, to the intelligent use of fertilizers thru measures of control in the hands of every individual farmer."

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can be obtained quickly by placing an ad. in the "Wanted," columns of the Grain Dealers Journal of Chicago. It is the grain-trade's accepted medium for "wanted" and "for sale" ads.

## Supreme Court Decisions

**Landlord's Lien.**—A purchaser from the tenant or of his renters of the crops raised on the premises is charged with notice of the acknowledged and recorded lease reserving a lien on the crops for the rent.—*Land v. Roby*, Court of Civil Appeals of Texas, 120 S. W. 1057.

**Effect of Acceptance of Goods.**—Where a buyer entitled to inspect the goods as a condition precedent to the passing of the title inspected and accepted them, he must pay the price fixed in the contract containing no express warranty, without any right to recoup damages for any defect subsequently discovered.—*Wall Rice Milling Co. v. Continental Supply Co.*, Supreme Court of Utah, 103 Pac. 242.

**Agreement to Furnish Cars.**—The obligation of a carrier to furnish cars to a patron may arise either from the duty imposed by law or from a special contract between the carrier and the patron. In a suit for a breach of a special contract, matters which will not excuse performance of the contract, but only tend to excuse performance of the general duty imposed by law, are not relevant.—*Chattanooga Southern R. Co. v. Thompson*, Supreme Court of Georgia, 65 S. E. 285.

**Action for Damages Under Interstate Law.**—A shipper may maintain an action at law under the interstate commerce act of February 4, 1887, c. 104, § 9, 24 Stat. 382 (U. S. Comp. St. 1901, p. 3159), to recover damages from an interstate railroad company because of the giving of a preference or advantage to another shipper by permitting him to keep cars on its terminal tracks without payment of the charges fixed by its schedules while denying the same right to plaintiff.—*Lynne v. Delaware, L. & W. R. Co.*, U. S. Circuit Court, District of New Jersey, 170 Fed. 847.

**Transfer of, B/L.**—A seller of cotton, pursuant to instructions from the buyer, shipped it to the buyer under a B/L in which he was named as shipper and a bank as consignee, the bill stating that the buyer should be notified, and the seller drew a draft on the buyer, payable to the bank, and the B/L was attached to the draft, which was deposited by the seller. The buyer paid the draft, and subsequently it was ascertained that there was a deficiency of several pounds. Held, that the bank was not liable to the buyer.—*First Nat. Bank of Birmingham v. Wilkesbarre L. M. Co.*, Supreme Court of Alabama, 50 South. 153.

**Damages Recoverable for Telegraph Error.**—A postal card containing the following offer was received by plaintiff: "Gainesville, Tex., June 29, 1903. We bid you track A. T. & S. F. Ry., Blackwell, acceptance to reach us here by 9:30 a. m. next business day, shipment within 20 days, 2 Red Wheat, 63%. Wire acceptance to Gainesville. State price when telegraphing acceptance. We reserve the right to reject amounts in excess of 10,000 bushels. Richardson & Co." Plaintiff, in ample time for delivery in due course within its terms, answered by cipher message, which, translated, read as follows: "We accept your bid 63% cents, 20,000 bushels wheat, shipment within 20 days. Give shipping instructions." The address of the sendee of the message was plainly written; but the same was by the telegraph company negligently misssent, and by reason thereof arrived too late. On this account no sale was made, and plaintiff sustained loss. There was testimony establishing that, if the message had been delivered, the amount of wheat offered would have been purchased. Held, the telegraph company was liable for the loss sustained.—*Western Union Telegraph Co. v. Blackwell Milling & Elevator Co.*, Supreme Court of Oklahoma, 103 Pac. 717.

**Inspection.**—A buyer of rice entitled to inspect the same as a condition precedent to the passing of title does not as a matter of law accept the rice by merely taking the same from the car in which it was shipped to make a proper inspection.—*Wall Rice Milling Co. v. Continental Supply Co.*, Supreme Court of Utah, 103 Pac. 242.

**Furnishing Cars.**—At common law shipper cannot insist that the initial carrier shall provide them with sufficient cars for the transportation of their goods to any point beyond its own line of road; for the carrier's obligation to provide equipments is limited to service over its own route.—*Gulf, C. & S. F. Ry. Co. v. State*, Court of Civil Appeals of Texas, 120 S. W. 1023.

### Recovery for Telegraph Error.

The Supreme Court of Oklahoma recently affirmed the decision by the district court of Kay County, Okla., in favor of the Blackwell Milling & Elevator Co. against the Western Union Telegraph Co., awarding \$800 damages.

This case was once before in the Supreme Court and this final decision comes 6 years after the event.

Plaintiff at Blackwell received an offer of 5,000 bus. of wheat from Richardson & Co. of Gainesville, Tex., on the evening of June 26, 1903, for acceptance by 9:30 a. m. At 8:15 a. m. plaintiff delivered to the telegraph company a message accepting the offer, but the telegraph company sent the message to Collinsville instead of Gainesville, whence it was next day sent to Gainesville. The court said:

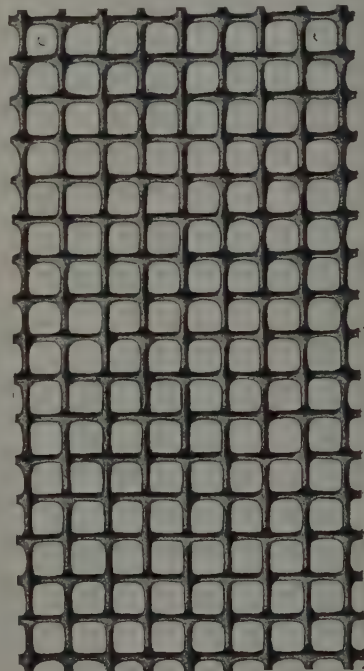
"The measure of damages which may be recovered from a telegraph company for negligently transmitting or delivering a message, whereby a sale has been prevented, is the difference between the price of the subject matter of sale at the time it would have been sold, had it not been for such negligence, and the price the plaintiff is thereafter enabled to obtain therefor, after exercising reasonable diligence to make such latter sale, together with expenses necessarily incurred in consequence of the delay or failure. In other words, if the plaintiff could have gotten a certain price for the thing to be sold at the time the message was delivered to the company, but was, after the negligence of the company in transmitting or delivering the message, only able to sell at a less price, and that by reasonable diligence, the measure of damages would be the difference between the two prices, together with the necessary expenses incurred in making the latter sale. The object of the law in such cases is to compensate the injured party as near as possible for the loss incurred. Jones on Telegraph & Telephone Companies, § 546.

"It was not necessary that the company or its operator should know at the time of the receipt of the message that it constituted an acceptance or offer for purchase of wheat. It was sufficient, if the message, as written, when read in the light of well known usage in commercial correspondence, reasonably informed the operator that it was one of business importance involving a money or financial liability in event of delay or negligent transmission. The undisputed testimony appearing in the record is that the message was sent in what is known as 'Robinson's Code,' and that with this code the operator informed the agent of the plaintiff he was familiar, and the testimony of the same agent is to the effect that the operator said he knew when he received a Robinson's cipher message that a good deal of money was at stake on a prompt transmission, and that he gave it a preference. This evidence was undenied, and in our judgment presents the character of

knowledge required, and was sufficient to render the company liable for substantial damages for and on account of a negligent delay in delivery, and it was not necessary, in order that defendant be liable, to show that it or its operator knew at the time of the receipt of the message that the same constituted an acceptance or offer for the purchase of wheat. There might have been no evidence in the record showing that the defendant knew that the message in question related in any particular to this specific commodity, yet the company would have been liable from the facts showing the operator's knowledge of the value and importance of the message." 103 Pac. 717.

### Wire Cloth for Elevator Windows a Safeguard Against Fire.

Fire, the constant menace of the elevator owner, at this season, with houses rapidly filling up with the year's crops, becomes a doubly dreaded foe. Elevators of recent construction, in many cases, are provided with numerous safeguards in the way of fire protection such as brick, stone or concrete construction, metal or slate roofs, force pumps, water barrels, electric lights and similar modern improvements which render them nominally "fireproof." Not so much can be said for the older type of house and the hundreds



Galvanized 1/4-Inch Mesh Wire Cloth.

of country elevators where construction material of the kind named and other facilities for fire protection and prevention are not easily available. Unremitting vigilance on the part of the elevator owner, combined with the rigid enforcement of the "no smoking" and other desirable rules, will serve to guard his plant from the inside. Danger of fire from outside sources continues a menace, however, and this he should also guard against so far as lies within his power.

Against lightning there is little he can do save to equip his house with lightning



rods of approved pattern, put up by experts in that line of work. A more frequently recurring danger is found in the locomotive spark and against this the elevator owner can protect his house more intelligently and surely. The accompanying engraving shows a section of No. 18 galvanized iron wire or "spark cloth" which, if placed over all outside openings in an elevator, including the cupola, will serve as adequate protection against fires of the kind so frequently described in telegraphic dispatches as of "mysterious origin."

The wire cloth shown in the engraving herewith has an aperture or mesh of slightly less than one-fourth inch and is practically the same size as is required by the Chicago Board of Underwriters on elevators erected in Chicago. Galvanized iron wire is required in Chicago because of the generally damp atmosphere which prevails in the vicinity of Lake Michigan. In a dry climate a plain iron wire probably would serve as well. While it may appear that a 1/4 inch mesh cloth might admit sparks or live cinders, the risk certainly would be reduced to a minimum and many costly fires would be prevented were its adoption as a screen for elevator openings to become general.

## Feedstuffs

Adulteration of straight mill byproducts, according to reports made by various state officials, obtains to as large an extent, if not more, than in mixed feeds.

The detection of rice hulls in feeding stuffs is possible with the microscope, but the extent to which feeds may be adulterated with them can only be determined by chemical analysis; rice hulls contain more silicic acid than other feeding stuffs, and a method of determining the amount of this acid affords a convenient means of detecting the extent of the adulteration, writes F. Schroder, in Arb. K. Gsndtsamt, 28 (1908), No. 1.

Alleged adulteration of cattle feed has resulted in a suit being brot against the American Milling Co. of South Bartonville, Ill., by United States Attorney W. A. Northcott. It is alleged that 400 bags of feed manufactured by the company were shipped to a firm in Iowa under the representation that it was made out of cotton seed hulls, corn meal and molasses, while it is averred that the shipment received contained weed seeds and chaff.

Weed seeds in feeding stuffs which possessed the power to germinate were found to the extent of 26.4 per cent out of 20 per cent of the feed which contained underground weed seeds. The germinating power of these seeds was destroyed when they were steamed before passing thru the alimentary tract of the cow, but when they were fed unsteamed 4 per cent of the seeds found in one sample of feces germinated, and in another sample 5 per cent. Weed seeds placed in piles of horse or cow manure and kept at temperatures of 120 to 201 degrees Fahrenheit had rotted at the end of 2 months. A similar trial of one month resulted in a failure of the seeds to germinate, tho some of the seeds remained firm. From 2.3 to 12.8 per cent of the weed seeds in calf feces were found to germinate when used as a top dressing. The harm which may result from these noxious weed seeds is obvious.—C. L. Beach, Vermont Exp. Sta., bulletin No. 138.

## Meeting of Alfalfa Millers.

The second annual meeting of the National Alfalfa Millers Ass'n was held at Wichita, Kan., Thursday and Friday, Sept. 23 and 24. The convention in every way was a successful one, both in the enthusiasm shown in the various discussions held and in the interest manifested in numerous exhibits allied with the trade that were on view in the alfalfa products bungalow. The attendance was large and there was every evidence that the ass'n in the future would show a gratifying growth and constantly widening influence in the feed trade.

Among those who addressed the first day's meeting were Mayor C. R. Davidson, of Wichita, who delivered an address of welcome; W. R. Anderson, Milwaukee, who responded, and J. T. Axtell, pres. of the ass'n, of Newton, Kan. At the afternoon session on Thursday the following addresses were delivered:

"Growing of Alfalfa for Milling from the Preparation of the Ground to Curing," by R. M. Piatt, Wichita, Kan.

"The Insurance Problem: What Shall We Do to Be Saved?" by C. L. Thompson, Winfield, Kan., followed by a discussion.

"A Uniform Feed Law," by J. C. Reid, St. Louis, Mo.

"Color vs. Analysis as Price Maker and Guarantee," by E. N. Sapp, Hutchinson, Kan., followed by a discussion.

"The Difficulties of Marketing a New Feed," by J. W. Anderson, Kansas City, Mo.

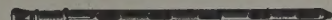
On Thursday evening a banquet was given at the Chamber of Commerce which was unique in that the menu was different from any that ever before was served on a similar occasion. Each item suggested something identified with the alfalfa milling industry and bore names of which "Coralfa" and "Maz-a-Flora" are samples. Among those who responded to toasts were J. C. Mohler, ass't sec'y of agri. of Kansas; Charles F. Barrett, sec'y of the Board of Agriculture, of Oklahoma; E. E. Carter, of the freight department of the Frisco railroad; Otto Sickert, of Deutsch & Sickert Co., Milwaukee, Wis.; Senator H. Casaday, of Boulder, Colo., and Representative Murdock, of Wichita.

Friday morning was devoted to a business session and the election, for the ensuing year, of the following officers: Pres., Earl N. Sapp, Hutchinson, Kan.; first vice-pres., H. Casaday, Boulder, Colo.; second vice-pres., L. L. Wills, Cherokee, Okla.; third vice-pres., J. W. Anderson, Kansas City, Mo.; fourth vice-pres., C. L. Thompson, Winfield, Kan.; sec'y, W. H. Hastings, Wichita, Kan.; treas., H. C. Thompson, Wichita, Kan.

A motion to recommend that the committee in charge select Hutchinson, Kan., as the location for the next semi-annual meeting was carried. This meeting probably will be held early next spring.

Regulations of the Budapest Corn Exchange probably will be revised at an early date in accordance with a promise given in the latest commercial treaty, to the Austrian government by the Hungarian Board of Trade. The revision will be done with a view to limiting speculative business. One of the strictest measures of the new bill, which is said to be under discussion in the respective ministries, is the clause which allows speculative business only to the professional members of the exchange. A reconstruction of the delivery terms is also expected.

## GRAIN TRIERS



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## More of the Uniform Grades to Be Adopted at Chicago.

With a view to adopting the new phraseology of rules governing the inspection of grain to conform as nearly as possible with the uniform rules adopted by the Grain Dealers National Ass'n the Illinois State Railroad and Warehouse Commission gave a hearing Sept. 30 to members of the grain trade at its Chicago offices.

Commissioner B. A. Eckhardt presided. The inspection department was represented by Chief W. Scott Cowen and S. H. Smith, while the grain trade was ably represented by J. C. F. Merrill and William N. Eckhardt.

Mr. Wm. N. Eckhardt read the rules now in force and the rules of the National Ass'n, pointing out the differences, and with Mr. Merrill gave many cogent reasons why the uniform rules should be adopted.

The uniform rules do not mention "blue-eye" corn and as those present agreed that "blue-eye" was a serious evil it will be understood that the inspection department will count "blue-eye" as "cob-rotten" should the uniform grades be adopted.

The consensus of opinion was that the uniform grades for No. 3 and No. 4 northern spring wheat, all the grades of durum, and all the rye, oats and corn rules could be adopted with advantage.

Departures from the uniform rules were suggested in the weight of No. 1 hard spring, to make it 59 instead of 58, and No. 1 northern 57½ instead of 57. The uniform figures are those of the northwestern markets, but there they have dockage.

Chief Cowen suggested that the word "badly" be prefixed to the word "damaged" in the "Sample Grade" rule.

The question of adopting the uniform rules was taken under advisement, with a strong probability that the Commissioners will accept them as an addition to the rules adopted some time ago.

## B/L Safeguards Recommended by Bankers Ass'n.

At the annual meeting of the American Bankers Ass'n its committee on commercial law made a comprehensive report on the progress toward uniformity, in Bs/L.

J. C. Lincoln, pres. of the National Industrial Traffic League; G. W. Neville, chairman of the B/L committee of the New York Cotton Exchange and Thomas Paton, general counsel for the Ass'n, offered suggestions, and the following resolutions were adopted:

Resolved, That the banks at the point of shipment be requested to insist upon the observance of the following requirements, as a prerequisite to their handling and financing of Bs/L.

That all the Bs/L for all shipments to order be drawn upon yellow uniform order B/L blank, upon which the words "Order B/L" are printed, and not upon the white form provided for "Straight" Bs/L.

That the order B/L is an original and not a duplicate.

That the order B/L is properly endorsed.

That all Bs/L, order or straight, with draft accompanying, be forwarded to destination promptly and by the most direct route.

That both order and straight Bs/L bear the official stamp of the issuing agent, in addition to his signature; that the bills be filled out in ink or indelible pencil;

and that the quantity be stated in writing as well as in numerals.

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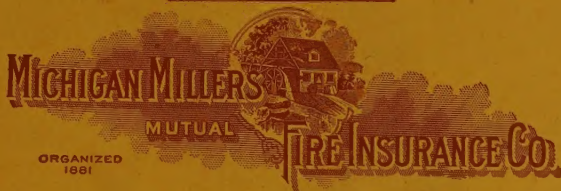
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The Oldest Millers Mutual Fire Insurance Company in America.

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Grain in the elevator is the same as cash deposited there instead of in the bank.

Its loss by fire is ten times more liable than loss by bank failure.

A grain loss is destruction of working capital, made worse if a portion is borrowed.

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Insurance should vary according to the value without heavy short rate charges.

The country grain dealer gets the best service and lowest cost through the open policy of the



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No Premium Notes.

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# For Sale



For particulars see the "Elevators for Sale" columns of the Grain Dealers Journal, Chicago

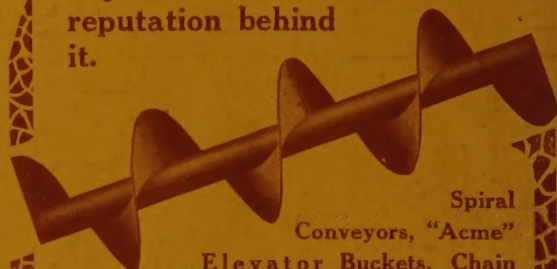
Those looking for elevator properties invariably consult its "Elevators for Sale" columns. If your elevator is for sale, make the fact known to the entire trade, put your For Sale sign in the "Elevators for Sale" columns, then you can be sure of selling quickly at a good price, and pay no commission on sale. If you do not wish neighbors to know your elevator is for sale, you can have replies come in our care and we will forward them daily without extra charge.

The cost for advertising is 15c per line

# WEBSTER

## Machinery

For Grain Elevators and Flour Mills has long experience and wide reputation behind it.



Spiral  
Conveyors, "Acme"  
Elevator Buckets, Chain  
Belting, Sprocket Wheels, Friction  
Clutches, Shafting, Pulleys, Gearing.

## WEBSTER M'F'G. CO.

Main Office and Works: 2410-2432 W. 15th Street,  
CHICAGO

88-90 Reade Street  
NEW YORK

Pennsylvania Building  
PHILADELPHIA

# Weller-Made

## CAR LOADING SPOUT

is the type now used by the most successful Grain men in the Country.

Our "Telescope" style here illustrated has chain connections and is therefore quite flexible. We also manufacture the "Standard" Spout and can furnish either type. Our 512 page Catalog shows length, diameter, and other details—Write for it. You ought to have it.

We manufacture an **entire line of materials** for Grain Elevators and Flour Mills, "Favorite" Elevator Buckets, Spiral Conveyors, Shafting, Rope transmission, Pulleys, etc., etc.

**Cleanliness and economy** is the **result** of their use. Our No. 19 Catalog shows the "reason."

Send for it to-day.

**WELLER MFG. CO.**  
CHICAGO



## A Reason Why

It's no disgrace to "come from Missouri," but it's a reflection on you to be so prejudiced that you always "have to be shown." Common sense teaches to profit by the experience of others.

## A Day Dust Collector Reason

It saves power in operating your cleaning machine.

One of our customers who has three collectors installed in Indiana, writes under date of June 22, 1909: "Our head miller says he wouldn't have them taken out for \$1,000 and go back to the old cloth machines again."

For other reasons write to

**THE DAY COMPANY**  
1118-26 Yale Place Minneapolis, Minn.